

The China known since 1840 as

Haviland China

Is stamped under each piece
in green underglaze { Haviland
France

The decorated China has
an additional stamp { Haviland & Co.
in red on the glaze Limoges

NOTE THE NAME

THEODORE

on the Stamp and

AVOID IMITATIONS

The most popular brand of French China is

THEODORE HAVILAND

La Porcelaine Theodore Haviland

LIMOGES, FRANCE

THEODORE HAVILAND & CO.

25 MURRAY STREET, NEW YORK CITY

Calendar Plates

- No. 239. Centers are "uptodate American girls" assorted views of the season's different recreations.
- No. 2162. Centers are assorted clusters. Borders are assorted styles, oriental, floral and conventional.
- No. 107. Centers are assorted fruit and flowers and scenes.
- No. 3195. Assorted tints on edge of plate, pink, green, and violet.
- No. 380. Assorted lustre tints on edge of plate. Assorted varieties of centers.

Calendar plates have become one of the leading advertising mediums and our assortment represents the greatest line of exclusive calendars ever brought out. Rich in coloring, exquisite in design, and furnished by no one but ourselves in these particular designs. The greatest jobbing line in the market. Samples, photographs and circulars now ready. Get after this business early.

The D. E. McNicol Pottery Company
East Liverpool, Ohio.





**It's Heisey's Diamond H—
The Best on the Market**

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Salesrooms:

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BALTIMORE, 122 West Baltimore St.,

PHILADELPHIA, 610 Denckla Bldg., Market & 11th Sts.

CHICAGO, 510 Hayworth Bldg., 42 Madison St.

BOSTON, 144 Congress Street,
PORTLAND, ORE., 451 Sherlock Bldg.,

PLEASE MENTION POTTERY AND GLASS WHEN WRITING ADVERTISERS

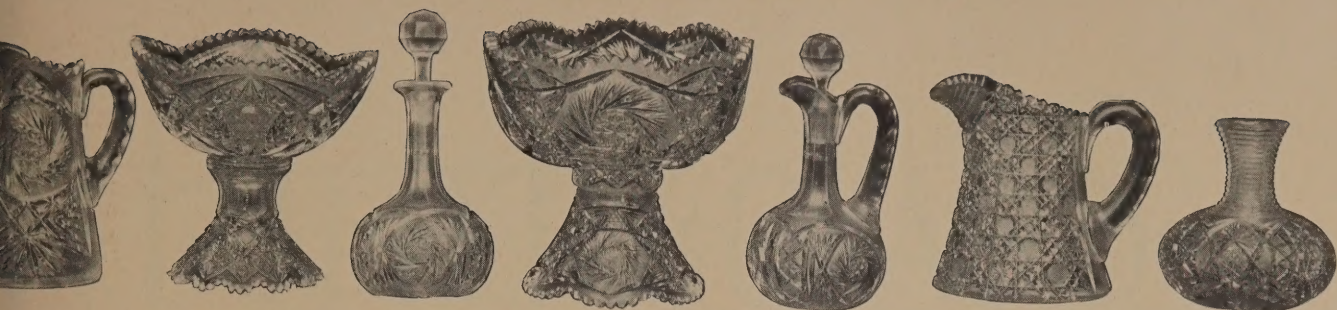
The Knowles, Taylor & Knowles Company

MANUFACTURERS OF

HIGHEST GRADE DINNER AND TOILET WARE

WHITE AND DECORATED

EAST LIVERPOOL, OHIO



United Cut Glass Co.

42 West Broadway

FACTORIES:

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New York

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The illustrations of Cut Glass which we are showing on this page, represent an assortment of the best values of Cut Glass ever offered for a Special Sale. You can

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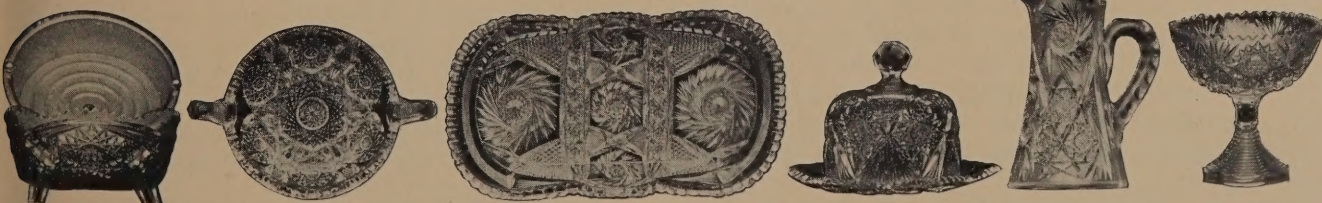
this entire assortment for

\$2.98 each

You can create a sensation for your store by conducting such a sale—and advertise your Cut Glass Department. The quantities of articles are well equalized. Goods are all new designs and well finished.

Write us at once for full particulars of this Sale Assortment.

UNITED CUT GLASS CO.



PLEASE MENTION POTTERY AND GLASS WHEN WRITING ADVERTISERS



EXCLUSIVE PIECES OF HAND-DECORATED CAULDON ENGLISH CHINA, MADE AT STOKE-ON-TRENT—(SEE PAGE 17)

PHOTOGRAPHED SPECIALLY FOR
POTTERY AND GLASS

COURTESY OF E. BOOTE,
46 WEST BROADWAY, NEW YORK CITY

POTTERY & GLASS

VOLUME IV

MARCH 1910

NUMBER 3



FOUR DIGNIFIED PIECES OF ART BRASSWARE—E. M. UNIACK

IN THE ART BRASS FIELD

BRISK SELLING AT FAIR PRICES NOW RULE—AMONG THE NEW THINGS BEING SOLD ARE JARDINIERS, COAL HODS AND HANGING BASKETS—ATTENTION HAS BEEN DIRECTED TO ATTRACTIVE SHAPES AND MODESTY PREVAILS IN DECORATION

IT is said by those who manufacture art brass goods, that never before in the history of the industry, has so much careful thought been given to the production of a grade of goods that would enlist the fancy of buyers, as at the present time.

Evolution seems to be the slogan with those who are striving to maintain the popularity gained for brassware, hence the aim to produce better and more artistic goods than have appeared on the market within the twelve years since this commodity made its first bid for public favor. Experience has improved the manufacture of goods and has enabled the producers to offer at the present time, much finer articles than in the past and at a cost no greater than for the inferior ones of former seasons.

A prominent assortment of brassware, which is among the best made, is the product of E. M. Uniack, who is represented at 65 West Broadway, by Arlington H. Ledden. The Uniack brassware is well and favorably known to the trade and it includes all the popular pieces that the public has formed a fancy for. The four pieces

shown in the illustration are fair specimens of the line. A piece possessing decided merit and a good seller, is a spun brass Jardiniere 8 inches high and $7\frac{1}{2}$ inches in diameter. The shape is artistic and decidedly attractive and there is no decoration attached to it, nor has it handles. Another spun brass jardiniere is but $5\frac{1}{2}$ inches high and $6\frac{1}{2}$ inches in diameter. It is simple and plain, the only ornamentation being a small lion's head on either side, to which is attached the ringed handles. A neat little spun brass fern dish stands 3 inches high and is 7 inches in diameter. The makers call this a very attractive article in brass and it is a prime favorite. It is equipped with an inside dish made of pottery. The fourth piece is a dignified colonial brass candlestick, 8 inches high, very simple in appearance and without decoration.

In brass goods, the firm of L. Matchon, is producing some effective pieces and a varied assortment of those that seem to be the most popular sellers. W. F. Upham, at 66 Murray Street, is the New York City selling agent. An illustration of one unusually rich and finely



SHAPELY FOOTED JARDINIÈRE—RUSSIAN IMP. CO.

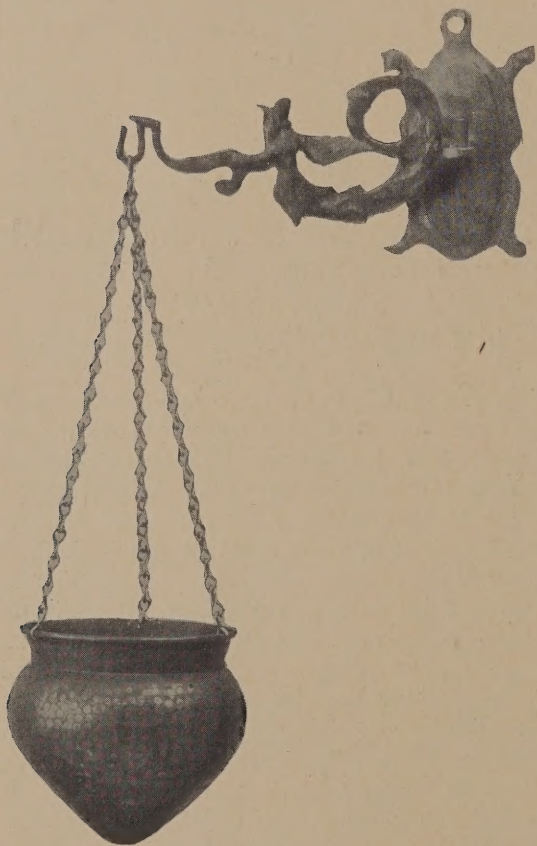
shaped jardiniere appears. This popular one is built of spun brass. There are many sizes and shapes and it is all a matter of taste in choosing the one to be installed favorite. The larger one is plain in detail with a neatly designed base and large lions' heads to sustain the handles. The top is ingeniously flanged. The second



LION'S HEAD JARDINIÈRE—L. MATCHON

The body is shaped by a gradual slope from top to bottom, with a broad flange at the mouth. The lion's head handle holders prevail.

The art brass products of the Russian Antique Importing Co., 118 Walker Street, are of a miscellaneous character and embody a large



HAMMERED BRASS FLOWER BASKET—
RUSSIAN IMP. CO.

size, having a base, is a variation of the larger one, but does not contain the number of curved lines. The lion's head handle holders prevail. Number three is different, both in shape and design there being a wider and more solid base.



ODDLY SHAPED COAL HOD—RUSSIAN IMP. CO.

variety. A coal hod, jardiniere and hanging flower basket were picked out for illustration.

Richard Kohn, 32 Park Place, is sole agent in New York City, for these goods, and his sample assortment is complete. The coal hod is an oddly shaped receptacle with prominent nose and wide handle. It belongs to a novelty line that includes several other hods. A jardiniere sustained on three decorated legs and swell body, is referred to as one of the choicest sellers. It is modestly decorated and is one of several sizes. As pretty a hanging flower gasket as has been seen is presented. It is of spun brass, severely plain and is sustained by a long chain, attached to a fixture. The Lehman's make several sizes in these baskets.

C. L. Prescott of Minot, N. D. has just sold his interest in the Leland department store to C. F. Graham.

GATHERED IN GOTHAM

THROUGHOUT the pottery and glass district of New York City, there have been busy times during the past month, owing to the unusual arrival of buyers. From all parts of the land they came. Although many have finished their buying and departed, still others continue to come to town. Buyers from the greater department stores are now due, when some substantial orders will materialize.



G. H. Woodworth, at 57 Park Place, agent for the splendid line of mat green art pottery of the S. A. Weller factory, Zanesville, O., is showing a few pieces of ivory art jardinières that he considers the choicest of the Weller products, aside from the aforesaid old established green mat ware. The "ivory" goods resemble ivory and are decorated with dignified human figures, flowers, etc. A great sale is the result, which is steady and substantial.



I. P. Cohen, one of the nestors of the pottery and glass district guild, who is agent for the Buffalo Cut Glass Company, at 25 West Broadway, has removed his headquarters from the fourth to the fifth floor and is at room 57.



An entirely new line of leaded dome shades, for library, dining room, reception room and hall, has been added to the lines of H. Benedikt, 23 Park Place. They are the product of the Dome and Fixture Company.



A varied assortment of berries, comports, decorated lemonade sets, etc., made of iridescent glass, have been added to the sample stock of William Dealing, 25 West Broadway. They are what might be called a very attractive lot, being very beautiful in shape and original in decoration, while the price is low. They are made by the Dugan Glass Co., Indiana, Pa.



Among the novelties that are being shown by Fensterer & Ruhe, the importers, 47 Murray Street, are pottery lace-work lamp shades, ornamented, and florists' trade pieces, including jardinières, vases, table centers, etc. The line of little china candlesticks is also new and very catchy.

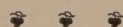


In the show case of the Jewel Cut Glass Company, 57 Park Place, are some new designs in berries, nappies, comports and fern dishes, that have received praise from buyers that are posted. But, a 14-inch low dish, for either cake or sandwiches, is considered by judges to be as fine a specimen of cut glass as the district can boast. It is called "Bangor."

The annual luncheon of George Borgfeldt & Co., which was enjoyed Washington's birthday, at Martins, was the same social success that it always is. More than 500 guests participated in the feast, which was made the more enjoyable by music dispensed by an orchestra. Souvenir flags were worn by each gentleman as a buttonhole decoration. The menu card bore a steel engraving of Washington.



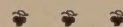
At the salesroom of Meakin & Ridgway, 43 West Fourth Street, the same lines of fine china are preeminently larger and better than this firm has shown in many seasons. There are some surprises in store for buyers who seek new things, and they are not confined to any one line either.



The splendidly decorated Limoges dinnerware that represents the selling line of Porcelaines G. D. A., 29 Barclay Street, stands high among the import wares and deserves the large trade that came and is still coming its way. It can be said, with no degree of exaggeration, that the new Louis XVI dinner set easily poses as one of the very best things of its kind that have appeared in the spring market.



Among the new creations in cut glass, that have very recently been received here, are several water jugs showing exceptionally original designs and cuttings. They come from the factory of the Irving Cut Glass Co., Honesdale, Pa., and are to be seen at 25 West Broadway, where F. W. Reichenbacher handles them as sales agent.



The E. M. Uniack assortment of brass goods, that are now handled by A. H. Ledden, 65 West Broadway, have created a sale on their merits. It is what both Messrs. Uniack and Ledden call a "progressive" line, which means that all pieces are made in accordance with the newest designs.



As to cooking utensils, H. S. Mirrieles, agent at 25 West Broadway, for the Manning-Bowman manufactures, has been and is still doing a large trade in pottery casseroles, bean pots, etc., this being a line (domestic and foreign) with which goes highly ornamented metal skeleton fixtures, made expressly to hold them when placed on the dining table. These are not cheap goods, but so fairly priced as to have created a great demand for themselves.



New products of the old Theresienthal factories, from which come the glassware sold by Graham & Zenger, 38 Murray Street, are to be found at the agency. Somewhat different from

the usual lines of lemonade sets on the market are those displayed. They include not only the glasses, but plate and glass tubes, which serve in the place of straws.

The artistic showroom of Edward Boote, at 46 West Broadway, is aglow with new samples of Cauldon china, from Stoke-on-Trent, England. The display of hand-decorated game and fancy plates, cups, saucers and dinner sets, represents an assortment that is the equal of any this house ever handled.

Dresden china of a very superior grade, is to be found at the showroom of J. H. Venon, 43 West Fourth Street. The new goods, while dignified and beautiful in shape and design, have that delicate appearance so pleasing to lovers of really fine china. It is a fancy line that carries the full compliment of popular pieces.

The showroom of D. R. Marshall, agent for the Tarentum Glass Company, 25 West Broadway, has been completely renovated with new paint and is in line with others of the showrooms in the Exchange for neatness and bright effect.

GERMANS ABANDON THE STEIN

Charles H. Dorflinger, who manufactures cut glass has just been over in Germany making discoveries, and he is quoted as saying that he has found a new market over there, and that the wealthy Germans have dropped the stein and are going in for champagne.

Mr. Dorflinger found in Berlin a strong desire for rich goods, whereas a few years ago we looked upon Germany as poor. We have never tried to sell glass over there before. It shows how conditions are over there. They want the very richest glass we can turn out.

BON VOYAGE TO BUYERS

Conspicuous among the passengers who took passage on the North German Lloyd steamship George Washington, from New York, on February 24, was a large party of buyers of pottery, glass, etc., who went abroad to select new things in the European market. They were bidden bon voyage by several representatives well known in the trade and each was presented with an American flag. Following are the names of those who sailed.

Miss Julia Mann, with Marshall Field & Co., Chicago; Fred Siem, with the Nathan Dohrmann Co., San Francisco; Jos. R. Irwin, with Emery, Bird, Thayer Co., St. Louis; Henry J. Knatz, with Gimbel Bros., Philadelphia; Chas. L. Patterson, with Carson, Pirie, Scott & Co., Chicago; A. J. Tourangeau, with Henry Morgan & Co., Montreal; Wm. M. Oddie, with Geo. H. Bow-

man & Co., New York; Louis Hinrichs, with L. Straus & Sons, New York; Jacob Loeb, of Loeb Bros., Mexico City; Louis Klayf, with Bloomingdale Bros., New York; Norman Gardinier, with Gimbel Bros., New York; D. Calderhead, with Gimbel Bros., New York; M. Kirschberg, New York, and Albrecht Kipp, of Kipp Bros. Co., Indianapolis.

Among those present to wish bon voyage were: Wm. S. Pitcairn, Louis Gimbel, W. C. Lynch, Thos. Smallwood, Jr., D. L. Bostwick, Geo. H. Bowman, George Davis, J. P. Carling and Geo. C. Tonolla.

DEATH OF G. G. REICHENBACHER

George G. Reichenbacher, president of the Irving Cut Glass Company of Honesdale, Pa., and a life-long citizen of that city, where he was born 41 years ago, died there February 28, after a long and painful illness. Mr. Reichenbacher established the cut glass industry, of which he was head, ten years ago and it prospered under his guidance, because he was a practical glass cutter. His brother F. W. Reichenbacher, represents the Irving line, at 25 West Broadway New York City.

MOST VALUABLE STEIN SOLD

There was recently sold at auction in Berlin the celebrated Lana collection of antiquities and art objects. Probably the most valuable of the relics was a bumper of hammered tin, which brought the top price at the sale, something more than \$8,000. This piece has been known by connoisseurs the world over as the "Breslau Tin Bumper," because it is supposed to have been made in that city. It dates from about the year 1500, and is octagonal in shape, its sides having scenes from the lives of the evangelists and other religious figures. It is one of the finest specimens of hammered metal ware extant.

U. S. GLASS CO. IN AUSTRALIA

Mr. Roundy, representative of the United States Glass Company, of Pittsburg, in Australia, Tasmania and New Zealand, recently returned to this country, after an absence of nine years. A Western daily, in referring to Mr. Roundy's visit to these countries, said that he reported business to be in good condition and that trade with the United States Glass Co., is constantly growing.

IMPORTS AT PORT OF NEW YORK

Week Ending	China	Earthenware	Glassware
Feb. 5.....	\$47,157	\$17,806	\$41,512
Feb. 12.....	34,123	2,351	10,201
Feb. 19.....	67,472	21,549	36,676
Feb. 25.....	25,029	6,924	31,142
Total	\$173,781	\$48,630	\$119,531

PRACTICAL SCIENCE DEPARTMENT

Edited by PROF. CHARLES F. BINNS

THE ESSENCE OF BODY MIXING

(third paper)

(continued from the January number)

The average porcelain body as given at the last writing is:

Clay substance	48.0
Feldspar	22.0
Quartz	30.0

and it was presumed that the ball-clay to be used had the following analysis:

Silica	55.7
Alumina	30.9
Alkali	3.6
Water	9.8

represented by the rational composition.

Clay substance	68.6
Feldspar	21.2
Quartz	10.8

The Tennessee ball-clays do not contain as much alkali as this and if a change is to be made this fact must be taken into consideration.

Tennessee ball-clay No. 7, for example, contains, in round numbers:

Silica	54.
Alumina	33.
Alkali	1.
Water	12.

which works out, according to the calculation already given, into:

Clay substance	81.4
Feldspar	5.9
Quartz	12.7

and if the same weight of this clay, 25.1 parts, as provided for in the first mixture were taken there would be contained therein:

Clay substance	20.43
Feldspar	1.48
Quartz	3.19
	25.10

as against:

Clay substance	17.3
Feldspar	5.3
Quartz	2.5
	25.1

in the old ball-clay.

Now it is obvious that if the quantity of the new ball-clay be reduced so as to provide only the 17.3 parts of clay substance contained in the old, the quantity of contained feldspar will be reduced likewise so that an increase in the spar will be necessary to make up the deficiency.

It therefore follows that a new calculation must be made which will involve every one of the ingredients except the kaolin. This is made on the lines which have been already explained.

To avoid the necessity of reference the whole case will be restated.

The required body and the ingredients from which it is to be composed are given in the schedule below:

	Body	Kaolin	Ball-clay	Spar	Flint
Clay substance..	48	86.3	81.4	5.2	
Feldspar	22	12.5	5.9	91.6	
Quartz	30	1.2	12.7	3.2	100

and in the previous calculation it was decided, as a first and purely arbitrary step, to provide for 30 parts of clay substance as from the kaolin.

The basis for the calculation therefore is:

	Kaolin	Ball-clay	Spar	Flint
Clay substance	30	13.7x	y	
Feldspar	4.5	x	17.6y	
Quartz	.4			

Then the simultaneous equation may be stated:

$$\begin{matrix} 30 & + & 13.7x & + & y & = & 48 \\ 4.5 & + & x & + & 17.6y & = & 22 \end{matrix}$$

and the result is that $x = 1.24$ and $y = .92$

The completed schedule can now be made out:

	Body	Kaolin	Ball-clay	Spar	Flint
Clay substance	48	30	16.98	.92	
Feldspar	22	4.5	1.24	16.19	
Quartz	30	.4	2.65	.56	26.39
	100	34.9	20.87	17.67	26.39

making the final weights:

Kaolin	34.9
Ball-clay	20.87
Spar	17.67
Flint	26.39

When this is compared with the mix given in the preceding paper, it will be seen that the ball-clay has been lowered from 25.1 to 20.87 parts and the spar raised from 13.3 to 17.67 parts. The flint is substantially unchanged, but this is a mere accident of the calculation. It would not always be so. A ball-clay might have been chosen which contained either more or less quartz and this must have been adjusted by a change in the flint.

The point to be emphasized here is, that it is not possible to make a change in the ingredients of a body without affecting, to a considerable degree at least one of the other materials used. Further, that if a change is to be made

intelligently and without risk, it must be done upon the basis of such a calculation as that explained here. The appearance or behavior of a clay when used alone can be no infallible guide to its behavior in a mixed body. The only accurate way is to know what the clay contains and to use it in the light of this knowledge.

GOLD AND ITS SALTS IN UNDER-GLAZE COLORS

By the solution of 8 grams metallic gold in 8 grams muriatic acid of 1.120 specific gravity and 2 grams nitric acid, of 1.285 specific gravity, and by slowly evaporating the solution in the water bath, there are obtained 16.731 grams of orange yellow hydro-chloride of gold ($\text{H Au Cl}_4 + 2 \text{H}_2 \text{O}$.)

The gold solution is applied with brushes of spun glass. It has the advantage over all other salts of gold, that it never varies in its shade. Brilliant gold and gold luster, are likewise suited as underglaze colors. For the dilution of brilliant gold, producing a brownish-red tinge, it is well known that gold-diluting oil, or oil of turpentine is suitable, the tone being then heightened to a pink-red.

If water vapors be allowed to act in the heating of the gold solutions and of the solutions of gold salts, the colors are dissolved and penetrate the pores of the body. They then float apart and filter through the body in the form of faded colors. An oxydizing fire with water vapors in the heating, causes a fading and disappearance of the colors; the more, so according to the less gold they contain when used. If, however, resinous substances, such as amber lacquer mixed with asphalt lacquer, are placed directly over the watery solutions of gold salts, already applied, the smoky and reducing effects promote the development of the shade of the color.

After heating, the colors must appear violet, red, brown to pink; the faded color will not reappear after the melting of the glaze. Alumina strengthens the durability, for which purpose 100 parts of pure dry chloride of aluminium dissolved in 126 parts of hot water, serve as a solvent for all salts of gold. Of the latter, chloride of gold and sodium ($\text{Na Au Cl}_4 + 2 \text{H}_2 \text{O}$) always produces good colors with a smoky glazing fire. The same result can easily be produced by stirring over a burning brazier. Moistening the charcoal is best avoided.

For the prevention of the precipitation of metallic gold from aqueous alkaline solutions of salts of gold in small quantities, a few drops of aqua regia are added. All the salts of gold here referred to, are soluble in a solution of chloride of aluminum and can be mixed in all

proportions. The frequent, but not regular fading of gold-pink in the firing of earthenware, has not been explained. As it never fades in the reducing fire of porcelain firing, the fire of oxidation would seem to be the reason.

Salts of gold are precipitated by solutions of protoxide of iron and can be mixed in all proportions, with the non-precipitating salt solutions of metals. In all cases a reducing fire, free from water vapors, must be used in heating salts of gold, in order to avoid the destruction and fading of the colors.

The above are the chief points of a recent article in the *Keramische Rundschau*, from the pen of Herr Th. Hertwig-Mohrenbach, who, likewise, gives details of experiments with reference to the solution of salts of gold in the dissolved salts of other metals, and other phases of the subject.

STATION FOR JAPANESE

The Washington announcement that Japan had decided to initiate a new system of enlarging its commercial field by the appointment of a number of new representatives, to be known as commercial attaches, is considered of great importance, especially in view of the fact that the State Department at Washington has been attempting to do this very same thing during the past two years, but without success. New York City has been selected as one of the stations for these officials, the other cities being London, Tien Tsin and Hong Kong.

Since this announcement has been made by Japan, the significance of the visit last fall in this country of the Japanese Commercial Commission is more apparent.

The commission while here devoted much time to a consideration of American pottery methods, and one of the members, Nagatake Fujiye, paid visits to many of the large western potteries.

POTTERS OF THE FUTURE

The pottery annex department of the Trenton, N. J., School of Industrial Arts, is doing more for the uplift of the apprentice in the potteries of the East than anything heretofore attempted. In fact, it is the only school of the kind, potters say, where all the arts of the trade are taught, and where the pottery manufacturers take an active interest in ultimate results obtained by the students. Art pottery, firing, glazing, mixes, etc., are taught thoroughly in this school.

The best way to conduct a business is to follow the example of the traveler who, with a heavy burden upon his shoulders on a long journey, neither hurries nor stops but slowly moves forward.

PENCILINGS OF POTTERIES

FROM East Liverpool, O., comes the news that the potters are more than pleased with the volume of business booked during the past two months, which was greater than a year ago. The demand of the gas corporations for a higher price for fuel has caused many of the potters to throw out gas and substitute coal and more are to follow.

At Zanesville, the center of the art and stone-ware pottery industries, the report of trade is favorable. From Trenton the manufacturers are having a good business and news is imparted that the producers of tableware are increasing the grade of their wares. All potteries engaged in this line of industry are operating on full time.

Red Wing, Minn.—The Red Wing Pottery Co. is reaching out for additional property, in the way of pottery clay, for the operation of their big factory, and prospecting is being carried on on farms lying southwest of Lake City, where it is said hundreds of acres of clay suitable for the manufacture of pottery is located.

Wheeling, W. Va.—The bondholders' executive committee of the Wheeling and La Belle potteries will meet again in the near future when some definite plans to the re-opening of the potteries will be made. Following a meeting of the executive committee of the new owners held some time ago, it was announced that these two plants are soon to be placed in operation. Both plants have been closed down for more than two years.

Elkton, Md.—The Rock Springs pottery plant is preparing to resume operations. This is the oldest pottery in Cecil county.

Salem, O. — There is a slight improvement here in the local pottery's business. Several new shapes have been added lately. The firm is also making several sizes of mixing bowls, c. c. style. It is expected that the shop will be making eight glost kilns a day soon.

Helmick, O.—Advices from here indicate that a Millersburg man named Myers, is negotiating for the lease of lands southwest of the village, supposed to contain large yields of valuable clays. It is understood that he has procured rights on the Adams and Myers farms. Myers is said to be acting for a group of East Liverpool and Steubenville capitalists, who have a large sum of money to invest in a pottery for making crockery and in a sewer pipe mill. The proposed site for the plant is adjacent to the C. A. & C. railway.

Roodhouse, Ill.—The Roodhouse Novelty Pottery Plant has resumed business and will turn out jugs, jars, and jardinières by the 1,000.

Baltimore, Md.—The Maryland Pottery Company has been granted a permit to build a one-story brick building on the northeast corner of Fawn Street and East Falls Avenue. The building will be 35 by 75 feet. The structure will be used for storage.

Trenton, N. J.—The contract for a four-story addition to the Monument Pottery plant, on Ingham Avenue, to be used as making and drying rooms, has been awarded to John A. Maher for \$30,000. The building is to be 80 by 101 feet. Samuel W. Mather has the contract for the brickwork. As soon as weather permits work will be started.

The New Jersey China Company is operating all departments with a full complement of hands, while plans are afoot for increasing the capacity of the decorating department one-half.

Kittanning, Pa.—Reports from here are to the effect that the Pennsylvania pottery is conducting a steady business and turning out a fine line of goods.

Salineville, O. — The National China Company, of East Liverpool, has purchased the plant of the Dresden China Company and it will be placed in operation April 1. National, No. 2, will be the name by which it will be known and the same products of the East Liverpool pottery will be made.

Findlay, O.—The Board of Trade has obtained a temporary order restraining the United States Porcelain Company from removing to New Cumberland, W. Va., where is located the Chelsea pottery plant, recently purchased. Breach of agreement is given as cause for the restraining order.

Kokomo, Ind.—Eastern capital is said to be interested in the purchase of the Columbian Pottery, which was recently sold at receiver's sale by George L. Davis. The property was knocked down for \$15,700 and B. Peterson was the purchaser, who is believed to be representing Trenton interests.

Coshocton, O. — The Pope-Gosser Pottery Company elected the following officers at its annual business meeting: President, I. B. Pope; vice-president, William Burns; secretary-treasurer, Charles Gosser. The other members of the board are W. I. Pope, John C. Carling and C. B. Hunt.

East Liverpool, O.—Col. John N. Taylor has been re-elected president of the Knowles, Taylor & Knowles Pottery Company, a position he has held for over a quarter of a century. Edwin M. Knowles was elected vice-president and treasurer and Homer J. Taylor, secretary.

The name of the East End China Co. has been changed to the Trente China Co., in honor of President G. A. Trente. This action was taken at the recent annual meeting of the company, which resulted in the re-election of President Trente.

The demand for plaques has impelled several of the local potteries that were planning to cease making them, to turn out new treatments. The plaque business was not very brisk last year and the potteries became half-hearted in their manufacture; now the outlook is that it will be better than ever.

FIFTEEN NEW MEMBERS ELECTED

The Pottery, Glass and Brass Salemen's Association, at its last meeting in the Crockery Exchange, 25 West Broadway, New York City, elected fifteen new members. The association is growing in a satisfactory way and with its growth its influence for good, as a benevolent organization, is being strongly felt and appreciated.

CANADIAN IMPORTS FOR 1909

Consul Frank Deedmeyer, of Charlottetown, figures that Canada imported during its last fiscal year manufactures of glass to the value of \$2,281,666, his details following:

Imports.	United States.	United Kingdom.	Total.
Glass carboys, bottles, decanters, flasks, jars, and vials	\$179,394	\$76,530	\$466,614
Cut, pressed, or moulded glass tableware	183,265	23,558	307,182
Lamp chimneys, glass shades, and globes..	105,533	4,533	144,643

The imports of earthen and china ware make up, for the same year, a total of \$1,773,230, divided as follows: White granite or iron-stone ware, \$46,284; china and porcelain, \$88,415; tableware, china, and other clay, \$1,209,204; all other, \$429,327. The share of the United Kingdom was \$1,068,387 and that of the United States \$216,604. This does not include bath tubs, basins, sinks, and closets, of which Canada received from the United States \$132,127 and from Great Britain \$25,097 worth.

The glassware sold in Prince Edward Island is almost exclusively of American manufacture, while nearly all of the earthen and china ware

used are of British, Austrian, and German makes. Investigation discloses the fact that American exporters of earthenware and china have so far paid but little attention to this market. The articles most demanded by the trade are white granite, gilt, printed china, and enameled ware. (The addresses of dealers in glassware, earthenware, and china in Canada and other foreign countries are in the files of the Bureau of Manufactures, where they may be copied by interested firms.)

A CANADIAN COMPLIMENT

The following suggestive item is copied from a Canadian contemporary:

"If the British manufacturer of earthenware hopes to retain and increase his Canadian trade he must be prepared to spend some energy and some money in order to do so. It is a critical moment. The Canadian trade is necessary to the British manufacturer. The latter cannot long hope to hold his preeminence in the United States markets, for the reason that the American potters are making vast strides in the production of fine pottery and the number of factories is constantly increasing. The inevitable result will be that American potters will soon supply a very large proportion of the ware in use on the ordinary American table, to the exclusion of English wares. Canada will always have a fancy for British china. Canada will buy it in preference to foreign goods—if the price and quality are nearly equal. It is North Staffordshire's time to wake up."

SUCCESSFUL SELLING SEASON

The display of samples at the New Grand Hotel, New York City, by manufacturers of American pottery and glass, closed March 15, after several weeks of successful selling. A suite of rooms held the various samples and each concern was represented by a selling agent. The business done well justified the outlay, and the samples, themselves, showed that the producers never offered buyers a higher grade line of goods.

Consul Will L. Lowrie writes that the declared exports of Austrian goods to the United States in 1909, invoiced through the Carlsbad consulate, showed an increased value of \$191,099 over 1908, the figures for the two years being \$1,369,947 and \$1,178,848, respectively. The increase was during the last half of the year, as orders were not as abundant until the tariff bill was passed and business uncertainties were removed.

The leading articles of export were china goods worth \$674,840 against \$580,933 in 1908.



CRYSTAL WINE SERVICE IN GOLD WITH POMPEIAN DECORATION—E. TORLOTING

THE SPRING IMPORT TRADE

MORE NEW GOODS ARE BEING SHOWN THAN HAVE APPEARED IN MANY SEASONS—THE SAMPLE LINES FOR IMPORT INCLUDE HIGH-GRADE TABLEWARE AND EXCLUSIVE SHAPES AND DECORATIONS IN STEMWARE—FANCY GOODS HOLD A PROMINENT PLACE IN THE SHOWROOMS

INTERVIEWS with a number of prominent importers in New York City, concerning the actual condition of business, elicited the information that it has been excellent, but it has varied somewhat as to the kind of goods purchased. Those who have been identified with some of the larger houses for years say that in all the new lines there has been a large trade, while others declare there has been a very generous buying of fancy goods.

The importers say, furthermore, that the offerings of this season are of such a miscellaneous nature that buyers are surprised, and for that reason there has been much conservative buying. The import trade in all its branches, has been satisfactory, both as to orders and prices.

Referring to the new things that the ocean liners have brought to these shores, it is worthy of mention that the importing house of E. Boote, 46 West Broadway, has received a most worthy quantity of the celebrated Cauldon china, from Stoke-on-Trent, England. The stock includes the always high-grade as-

sortment of hotel dinnerware handled by this house, and innumerable pieces of fancy goods, including a superior lot of profusely decorated and game plates, all done by hand and signed by the artist. A page illustration of five choice pieces is presented in this number. A "May-fair" chocolate jug of unique shape, standing 9 inches high, has been given a rose decoration, some being surrounded by, and others being outside of gold ovals. The handles are also treated with gold, as are the lid and base. A rose jar has a body of deep blue, the bowl having white panels inclosing a gold jar holding roses, pansies and blue bells and a gold scroll on a blue ground. The stem is white and gold and the handles gold. The jar contains an oval wire screen over bowl. It is 6 inches high. A loving cup contains a floral decoration in pink, blue, purple, white, yellow, crimson and green on bowl, while the stem is treated with gold squares and panels on white. The handles are white and gold, and the inside white with deep gold band one inch from top and a scroll beneath. It is 7 inches



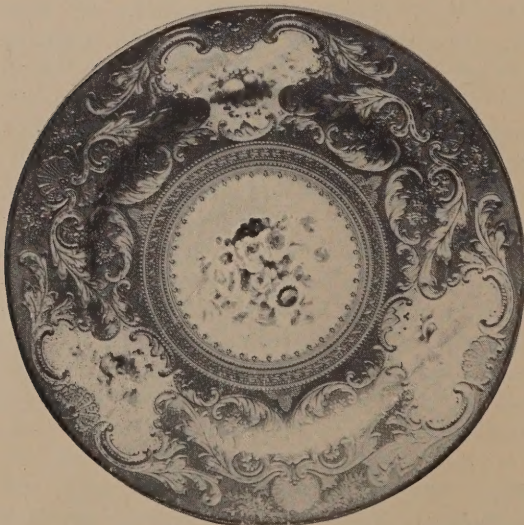
BOHEMIAN GLASSWARE WITH SILVER DEPOSIT DECORATION—JULIUS PALME

high. These three pieces were decorated by Pope. A game plate, 9 inches in diameter, shows two pheasants in their natural habitation. The coloring is true to nature, the decoration being finished on a ground of gold. It is a most worthy example of artistic work. A second plate illustrates the "Three Sisters," a prominent mountain range in the Canmore district of Canada, on the Canadian Pacific Railway. Like the accompanying plate it is finished in natural colors and true to nature. A quarter-inch gold band encircles the border. Birbeck is sponsor for these plates as the artist.

W. S. Pitcairn, 44 Murray Street, contributes three plates from the well known Doulton

factory, at Burslems, England. One, a very fine example of a game plate, depicts a flight of wild ducks from a marsh. It is beautifully treated with natural coloring and the uneven edge contains a deep band of gold. The famous artist, Birbeck, Sr., signed this product. Another plate has an ivory ground, with raised gold scroll and urn decoration—a new method—and patented gilding, by the Doulton factories. The third is a panel plate, whose panels are finished in rich gold and turquoise. The center of roses is cleverly conceived and neatly executed. Carnock is the artist.

From Lorraine came the original and oddly shaped wine decanter and three pieces of stemware—a champagne and two glasses of dif-



TWO HAND-DECORATED PLATES FROM DOULTON, ENGLAND FACTORY—W. S. PITCAIRN



POTTERY IMITATIONS OF OLD ROMAN JARDINIERES AND FERN DISHES—FENSTERER AND RUHE

ferent size. They are a product of the St. Louis factory, whose goods are sold in New York City by E. Torlotting, 25 West Broadway. These four pieces are not a regular sample line, but are strictly exclusive. They were made for the personal use of an Italian nobleman, after which the factory duplicated them as a present to Mr. Torlotting, who quite recently became the recipient. The pieces are made of the finest crystal, gold encrusted on the inside and outside, and have been generally admired by persons in the trade who have looked them over; particularly favorable criticism having been bestowed on the old Roman style decoration modestly applied to the set.

A few pieces of pottery, which are faithful reproductions of those in the National Museum at Berlin, are from the headquarters of Fensterer & Ruhe, 47 Murray Street. The illustrations show jardinieres and fern dishes. Their bodies are of dull red, with blue decorations, and they are faithful imitations of the old Pompeian shapes. They are part of the output of the Rodach pottery in the heart of Germany, and, while decidedly desirable, are not expensive.

From the house of Julius Palme, 35 Barclay Street, is a contribution known as a silver deposit water set. It consists of a jug and six glasses. The goods are called matted green and velvet crystal. Near the top of each piece is a silver-scroll band, not solid silver, but liquid silver on an enamel body, which makes it lasting and permanent, as well as inexpensive. The line also includes wine sets and art vases. They come from Bohemia, Austria.

RECENT EXHIBIT AT NANCY

In detailed review of the principal features characterizing the recent Nancy Exposition, M. A. Carrier remarks in the *Sprechsaal* that the display of Sevres products contains nothing but what has been known for ten years past. He adds that since that establishment is now undergoing a transformation, it is to be hoped new spirit will be infused into the conduct of its operation.

Artistic enamels by such artists as Lalique, Feuillatre and others, without showing novelty, fully maintain the established reputation of those designers.

Special notice is made of the table and other glassware exhibited by the Baccarat establishment; particularly that with rich engraving in various styles, extending from the Renaissance period to the nineteenth century. The ware shown by the Cristalleries de St. Louis likewise receives high commendation, including lusters and girandoles effectively dis-



A BIRBECK SR. GAME PLATE—W. S. PITCAIRN

played in conjunction with electric light. Among the work of new artists, is that of Ringel d' Illzach, a former resident of Paris, but now settled at Strassburg, noted for his successes in crystal.

Prominent among ceramic exhibits were those of Utzschneider & Co., of Saargenund, and Keller & Guerin, of Luneville. Other articles noticed are those of the Societe Ceramique de Rambervillers, Vosges.

Anyone can be cheerful, they say, when life flows along like a song, but if you expect to win out in the end and succeed in spite of the setbacks that everyone experiences, you will have to learn to smile when everything goes dead wrong.

RECENT FIRES

Linton, Sinclair & Co., wholesale dealers in crockery and glass, St. John, N. B., were burned out recently, in one of the most disastrous fires that ever occurred in the city. Their loss was heavy.

Fire starting in the Bennett Pottery Works, Canton and Eastern Avenues, Baltimore, damaged that plant badly. On stock, machinery and buildings \$100,000. Insurance \$75,000.

The Brill department store, Green Bay, Wis., was damaged to the extent of \$20,000 by fire and water. Insurance \$9,500.

Paulson-Barnes Co.'s department store, Tacoma, Wash., damaged \$5,000. Warburton building, in which store is located, also damaged. Paulson-Barnes store fronts on C. Street. Stock worth \$18,000; \$9,000 insurance.

L. L. Taylor's department store, Tampa, Florida, damaged to the extent of \$4,500.

Fire of a mysterious origin destroyed the Fair store, Wabash, Ind., W. B. Lowenberg proprietor. Loss \$13,000.

Fire swept through the business section of Hornell, N. Y., caused a loss of more than \$125,000. The fire started in the Wooster-Macy Company's department store and destroyed it and the block it occupied.

Fire in the department store of B. Brill, Parmenter building, Green Bay, Wis., one of the largest business blocks in the city, caused and estimated loss to building and merchandise of \$5,000.

A derailed switching engine on the private track of the D. E. McNicol Pottery Co., East Liverpool, O., ran against and caused the explosion of a gas main, which resulted in a fire. The loss was about \$6,000.

FAMOUS "CINCINNATI" CHINA

The historical collection of the United States National Museum has been increased by the deposit by the Townsend family, through Mrs. Marshall Phillips, of a set of "Cincinnati" china.

This heirloom was originally the property of Dr. David Townsend, who served under Washington in the war of the revolution. Dr. Townsend was one of those officers who organized the Society of the Cincinnati at Newburg-on-the-Hudson in 1783. The china is regarded as of special interest as throwing considerable light on the early pottery of the best kind that came to this country. It bears the well known arms of the Cincinnati, done in colors and faithfully reproduced by that painstaking effort so characteristic of the Chinese decorators. It also has the monogram or "cypher" of the two initials of its owner, Dr. David Townsend. The tea set was brought from Canton by Capt. Samuel

Shaw in 1790, and is one of the three sets ordered by Gen. Henry Dearborn, Gov. William Eustis of Massachusetts and Dr. David Townsend. That the ware was made in China is obvious to connoisseurs in pottery, and incidentally the decoration is equally characteristic of the variety of pottery called by our ancestors "Lowestoft" and imported from England. This collection has been so carefully preserved by its owners that only six pieces of the original set have disappeared. It is practically unique and carried with it from its appearance the evidence that has long been insisted on by experts, that the famous Lowestoft china was simply china ordered from Lowestoft, England, and decorated in China.

FINE OLD GERMAN CHINA

Among the interesting people stopping at the Kaiserhof, Wiesbaden, is Frau Otto Feist, well known to all art lovers for her magnificent collection of old German china. The specimens collected by Frau Feist, whose home is in Berlin, are acknowledged to form the finest private collection in Germany.

She has remarkable specimens of old Dresden, old Vienna, Frankenthal, Fulda, Nymphenburg and Höchst china. Two dancing figures represent that famous French dancer of the eighteenth century, Mdlle. Salle, and a partner, and are full of grace and beauty. A harlequin group is in the best style of the period, and several others are known to china connoisseurs as Italian comedy groups. One figure represents Frolich, a famous jester of about 1740, and is a portrait, as are most of the figures. An admirable group in old Vienna shows a woman fainting in the arms of her admirer, and an excellently modeled equestrian figure of Hohst portrays a dashing Mayence soldier of the period. The extra value of this unique specimen is that the gold mark forms the decoration of the soldier's sabretache.

Other remarkable items among this supplementary collection of Frau Feist is a beautiful tete-a-tete coffee service and three bouillon services in pale yellow, bird's-egg blue and lie de vin, all, of course, with the desirable gold mark. Frau Otto Feist has naturally a knowledge of her favorite subject that is second to none, and experts say that the exhibition of old china now open in Munich cannot compare with her collection.

KINNEY & LEVAN'S NEW AGENCY

Kinney & Levan, china importers of Cleveland, O., have taken half of the second floor of the new Century Building, Pittsburg, where an agency has been established.

DUTCH CERAMIC ART

WITH that painstaking research for which European experts are noted, H. Henri Havard, lately published a new edition of his standard work, that first appeared in 1878, on the history of the fayence ware produced at Delft, Haarlem, Rotterdam, Arnheim, Utrecht, etc. In a comprehensive review of this book, now expanded from one column to two, a writer in the *Keramische Rundschau* glances at the author's treatment of the extensive subject. Several chapters are devoted to the separate histories of leading Dutch towns identified with ceramic manufacture, which seems to have first acquired importance until about the middle of the 15th century.

Varied fortune befell the typical Delft industry; the chief reason of its decline being the rise of competing manufactures in England and their introduction upon the markets of Holland, which country had been at one time a large exporter of ceramic ware. Under these influences as well as those resulting from the increased political weight of France, matters went from bad to worse, until in 1850, the last of the older Delft factories was closed.

Passing over a good deal of matter possessing only national interest, the chapter on the history of Dutch porcelain claims attention. That branch of manufacture seems never to have acquired important footing in Holland. At an early period certain individuals claimed to have the secret of porcelain manufacture; a patent having been granted for same in 1614. The first Dutch porcelain factory was only established in 1764 at Weesp, by Count Grossfeld, who had taken over the remains of the fayence plant near Amsterdam, which had failed some years before.

With the assistance of experienced German hands, he was so successful in his imitation of Meissen ware that he submitted to the French government a proposal to unite his factory with that of Sèvres. For various reasons however, this scheme fell through. Later on, when Count Grossfeld had suffered heavy through the operations of a swindler, many of the German workmen returned home. The business becoming gradually more unprofitable, it was closed in 1771. The equipment and half-finished ware came into the hands of Pastor Moll, who transferred them to Loosdrecht; his manufactures being appreciated for their quality even outside of Holland. Misfortune, however, attended his efforts until his death in 1782. By the aid of various capitalists and finally of a royal subsidy, the enterprise, in one form or another, lasted until 1810. This experience is typical of that of other Dutch porcelain factories, all of which had to contend

with the difficulty of not possessing any distinct individuality, apart from foreign ware, either in composition, form, or decoration. As a fact, they had to use materials from the same sources which supplied their competitors in other countries.

In the year 1876, a modern fayence industry was started in Delft, working upon different materials and with other processes than those of the old local manufacturers. The ware thus produced ranks with English products, being made, it is stated, from flint stone, kaolin, Cornish stone and Devonshire plastic clay. It is covered with a paste, which permits of the application of painting, the effect of which resembles in fineness that of porcelain similarly treated.

While a certain degree of interest attaches to M. Havard's work, the "Middle Class Exposition," held last year at Amsterdam, afforded the opportunity of judging what the Dutch ceramic industry has learned from the past, and what are its future prospects. Appealing to the better middle classes, the exhibits of that branch display useful rather than aesthetic characteristics, combining tastefulness of form with practical utility. That these objects likewise form the aim of a large section of German ceramic manufacturers explains the prominence given by the *Sprechsaal* to a review of the above-named exposition the subject being thus also of interest to the American trade.

Special prominence was given to reproductions of old favorite designs of Delft manufacture, and to highly colored "peasant-ware". These conditions are due to the conservative nature of Dutch taste, which is loth to quit what it has been accustomed to from past preference. Another description of ceramic ware consists of imported originals or imitations of native pottery from the Dutch colonies, these being intended for decoration by fair European hands. The demand for such native ware has so increased in Holland, that the resources of Dutch possessions do not cover the existing requirements, the pottery industry of Holland having to supply imitations. One of the chief features of this decoration is the partiality shown to Batik motifs.

Among the articles of Dutch manufacture appealing to exporters from Europe, are those exhibited by the "Amphera" Fayence Factory. High commendation is expressed of the designs and of their artistic execution, giving, it is remarked, to the German industry valuable points for retail trade.

The people who never make mistakes are mighty uninteresting.

CERAMIC SCHOOLS OF JAPAN

While Japan has been known for its excellent artistic porcelains and pottery, which have been taken as an example for many foreign potteries, it has only been recently that this country has been paying attention to the great production of tableware in European styles. The government of Japan has sent to all clay-producing countries experts, who will familiarize themselves with the existing conditions along commercial and technical lines. The ways of working and of manufacturing the compositions of bodies and glazes, the burning processes, the art of decorations, are all to be studied in every detail by these Japanese experts. In the state laboratory in Tokio all clays are tested to determine their suitability to production, and the methods of manufacturing are worked out in the technical schools of Tokio and Saga, while the ceramic school in Ishikawaken prepares the students for their future work. The clay-working industry of Japan has materially improved in the last few years as a result of the energetic action of the imperial government.

SALE OF GAY PORCELAINS

The sale of porcelains collected by E. H. Gay of Boston, which followed that of the Ladd collection, February 25, at the American Art Galleries, New York City, included, with a few bronzes, only fifty-four pieces, and brought \$20,197. The Duveens were the largest purchasers. They paid \$2,200 for a powder blue ginger jar. John Duveen paid \$2,900 for a pair of powder blue palace jars, and an oviform blue and white vase of the Wan-li period went to them for \$1,650. Armond G. Smith paid \$1,750 for a set of three oviform jars and two vases of Chinese blue and white and J. Sinclair \$1,150 for a pair of blue and white palace vases. C. I. Hudson bought a pair of blue and white jars for \$620.

WEDGWOOD WARE DEFINED

Wedgwood ware is the name given to various kinds of pottery invented by Josiah Wedgwood, of Staffordshire, England. A cream colored ware was made in the English potteries as early as 1725, which had been improved by Aaron Wedgwood and Enoch Booth, of Tunstall, and afterward by a firm of skilled potters named Warburton. It finally fell into the hands of Josiah Wedgwood, through whom it became the recipient of the enamelers' best art and was considered worthy of the tables of the royalty. Black ware had been made in England from time immemorial, but Wedgwood's improvement was so marvelous as to amount to a creation. Wedgwood was assisted by John Flaxman, who designed the most characteristic ware. It con-

sisted of delicately-tinted ornaments of blue, brown and various colors, on which small cameo reliefs in white paste were applied while they were soft and were then fired. The figures are very beautiful and classical. Toward the end of the eighteenth century many imitations of the Wedgwood cameo ware were made by different English manufacturers, and it was copied at Sevres, but with French designs. The numerous devices for turning out imitations of such ware cheaply and rapidly have destroyed its true art and beauty. The famous Barberini, or Portland vase, reproduced from the original antique, is considered the most famous of the Wedgwood porcelain.

OLD POTTERY EXCAVATED

During the past two months a deep excavation has been made in the open square which surrounds the Radcliffe Library in Oxford. A good deal of old pottery has been dug out, and in a negative way it reveals an interesting point in the social life of England. This Radcliffe library was completed in the year 1754, and all the fragments of pottery beneath the turf date from pre-1754 England. While broken beer-jugs and beer-mugs are frequent, no fragment has been found of a teacup or saucer or of a dinner plate. This means that the wooden platter had not been superseded in the Oxford of 1750 by the pottery plate, and that tea-drinking was not a general habit. It had not yet created the familiar forms of teapot and teacups, at least for the middle class of society.

JOY FOR TRENTON POTTERS

It looks now as though the Trenton potters will be able in the not distant future to receive clay and other raw materials which they import, at the Trenton docks direct from Europe. Congress has before it a bill providing for a deep water-way channel in the Delaware river all the way up to Trenton. This project has been contemplated for many years, and it has made rapid progress within the past six months. A whole block of property in the southern section of the city has been ordered bought by council for dock purposes.

ANCIENT POTTERY CYLINDER

In the Babylonian room at the British Museum, an important addition has been made to the remarkable collection of inscribed pottery, in an octagon terra-cotta cylinder. It is inscribed with cuneiform characters, and forms a most valuable addition to the antiquities in the possession of the trustees, inasmuch as it gives many hitherto unpublished details of the history of Sennacherib, King of Assyria, who reigned from B.C. 705 to B.C. 681.

POSSIBILITIES OF ST. LOUIS CLAY

NO sign of the development of American art is stronger than that dealing with art pottery. Pottery is now being made in St. Louis, of clay which rivals the products of the world's earliest potters, the Chinese, whose products of some 1900 years ago excelled in their workmanship the efforts of the early Egyptians. In all fine homes bric-a-brac, consisting of fine art pottery, is an important factor in decoration. So varied is the output of art pottery of both modern and ancient types that a wide selection is open to the purchaser and the prices seem inconsistent with the value given.

R. P. Bringhurst, of St. Louis, has devoted the greater part of his life to a study of the secrets of the early Chinese potters, says the *St. Louis Republican*. He has analyzed their clay and made many discoveries in regard to the composition of their dyes. Though there are many types of ancient pottery, which are undoubtedly to be included among the lost arts, many of them have also been divulged by the frequent unearthing of specimens and even paraphernalias used in a period even before Christ lived. The study of the ancient pottery is an interesting one and a very deep one; the ancients regarded pottery as the piece de resistance of all art; the vase was the product of the artist instead of the mechanic, and the character of the potter was not infrequently shown in his pot. The potters of old were classed among the really great men of their day and their prestige in art circles was great and widely felt.

While the products of France and Germany's wonderful china and stone ware shops are carried on along the lines of art, the potter in recent centuries has been rather spurred on to a commercial ambition rather than a lust for art. For this reason more than any other the pottery of the present day lacks the individuality formerly possessed by the ancients, an individuality similar to that noticeable in the oil paintings of an artist.

The ancients learned to regard clay as a subtle material with which the artist could install a soul by the cunning of his hand. In fact, the potter was looked upon in Persia as a man endowed with the blessings of heaven, and it was considered that he rose above other men in the walks of life. Omar Khayyam's regard of the potter in the Tenth Century is exemplified in his quatrains; the potter being representative of all humanity, and even of heaven in some of his expressions.

It was not known up to a few years ago that certain clay beds in the United States contained the proper ingredients for art pottery. Some of the fine pottery sold in large stores comes

from Japan or through an antiquarian, who often manages to fake the wares he sells. But in various parts of the country experiments with an American type of art pottery have now proved eminently successful and American art pottery in every respect the peer of the work of the ancients is ready for the buyer. This pottery is made in wide ranges and in many styles, and is not sold as ancient pottery, though many of the designs and colors are replicas of the work of the ancients. These designs are imitated because they are wonderfully executed and because the ancient Chinese, of all potters, had the secret of design and shape.

What is art pottery?

In the first place, art pottery is seldom made for actual use, though it will stand more than the cheaper grades. It is decorative, dignified and rings genuine. Above all, the art pot is graceful. One of the great tricks of the potter is to get graceful shapes, which are pleasing to the eye. It is the custom for many men of wealth to have their art pottery made to suit the trimmings of a given room. To-day art pottery is sold as fast as it is made, but there are so many cheap, machine-made imitations on the market that the real artists' work is exceedingly scarce.

Mr. Bringhurst of St. Louis is not a business man. He is a sculptor of some note, and was well represented at the Louisiana Purchase Exposition. He is a student of art in nature, and he has devoted many years to the study of art pottery. Experiments have been conducted in his plant for years. He has used the potter's wheel with his own hands, and has made the analysis of pottery that was "turned" before Christ came upon earth.

Through these thousands of years of history, through various civilizations the work of the potter has changed but little. Machines are made to-day, but they will not serve the purpose of the art potter. He still finds it essential to "turn" his pots on the wheel, which has been mentioned in more than one page of history.

The potter's wheel is a very simple apparatus. Wheels made a thousand years ago have been put into use in modern times in the great pottery shops of France, and the principal art pottery shops of America have wheels copied after the wheels dug from the ruins of ancient China. The potter's wheel is flat, usually of wood, and is fixed firmly on a pivot.

The earliest Egyptian potters used the wheel in the production of their wares. The wheel is used in the same manner to-day. There has never been any machinery to take the place of the potter's wheel, it is said. But without the skill of the potter, the wheel would be quite a

useless machine, the shape of the bowl or vase depending almost entirely upon the manipulation of the clay in a pliable state. With one hand the potter twirls the wheel and with the other he holds the soft clay against its moving surface, thereby varying its shape.

St. Louis now produces vases which are sold in all parts of the world, importations going into Europe and all parts of the United States as well. A trip through an art pottery shop is well worth while. When the artists have finished the molding of a delicate clay vase by hand, and it has been baked in the kiln under a very heavy heat, more or less decoration follows. Metallic oxides are generally used in the colorings of art pottery vases and pots. These give an almost unlimited range of color and will give a hue that is everlasting and unbleachable. Glazed pottery is regarded as the acme of the potter's art, and this is made in St. Louis, one of the most delicate of all mechanical processes.

The glaze is secured on pottery by the fusing of a thin coating of glass over the outer edge. For that matter, nearly all art pottery consists of two distinct clays, one the base of the object and the other a thin, creamy coat that is receptive to the finish. The creamy surface is colored and then applied. The glaze is rendered both opaque and transparent by the use of the oxides.

If it were not for the wide range of clays found in the vicinity of St. Louis, the art pottery workers would find much difficulty in securing raw material. Tests have shown that the clay best suited for this work is found plentifully in St. Louis County. The clay is used raw in making fine pottery, where, in the cheap commercial stuff, silica and even lime are added to allow the work to be done more quickly and cheaply. Some clays shrink more than others in the kiln. To mold out clays that will not split and crack is one of the things the modern potter has learned to prevent like this ancient antecedent. For this work clays with a minimum shrinking quality only can be used. Some of the clays in St. Louis County will stand a heat of 2200 degrees Fahrenheit, while glass melts at 3000 degrees.

OLE ROMAN POTTERY SECRETS

As a result of archaeological studies pursued during many years, J. Prestel claims to have discovered the essence of the method employed in the manufacture of ancient Roman pottery and its homogeneous glaze. According to Herr Prestel, the secret lies, not in the chemical composition of the paste, but in the treatment applied to it and to the colored glaze. The clay was prepared by aging, followed by washing, kneading and stamping. Before firing, the ware was exposed to the sun and air, but sheltered from rain, until it appeared quite dry.

The frequent changes of temperature and humidity and the alteration of sunlight and darkness which occurred during this slow process of drying insured uniform shrinkage in firing and durability of the finished ware. When a glaze was used it was applied to the moist ware immediately after the latter was shaped, so that the glaze became intimately united with the body of the ware during the slow drying process. Firing then produced a brilliant gloss and imperishable colors.

DEATHS

Will L. Taylor, son of Col. John N. Taylor, president of the Knowles, Taylor & Knowles Pottery Co., died recently in Florida, where he had gone for the benefit of his health. Mr. Taylor was an experienced pottery manufacturer.

Wm. H. Barker, aged 65 years, well known to flint glass manufacturers and in the pottery trade, owing to his identity with trade paper journalism, died at the Mercy Hospital, Pittsburgh, recently. While deceased has been in poor health for some time past, his end was hastened by falling down a flight of stairs the day prior to his death.

Harry Podmore, superintendent of the Empire pottery, Trenton, N. J., died at his home on the Lawrenceville Road after an illness of five months. Death was due to a complication of diseases. He was about 62 years of age. Mr. Podmore was one of the oldest potters in this city. He went to work when a young man and took up the trade of a modeler. He advanced rapidly and was made superintendent of the Empire some years ago.

Novello Burton, president of the Ionia Manufacturing Co., pottery decorators, died recently at his home in Pittsburgh. Deceased was well known as a decorator, and he had many friends in the trade.

Paul Theodore Sievert, the prolific glass inventor, is dead at Dresden, Germany, after a long illness. Mr. Sievert's inventions are known and in use in all civilized countries of the globe where the manufacture of glass is followed to any extent.

Henry C. Fox, treasurer of Henry C. Fox & Sons, glass manufacturers of Philadelphia, died at his home, 1906 Spruce Street, in that city, at the age of 91 years, March 2. He was one of the oldest men in the glass industry of the country, and first introduced flint glass into Philadelphia half a century ago.

Izaak Walton's advice to anglers was to "Use good, fresh bait and patience." Izaak Walton's advice to anglers is my advice to advertisers, with special emphasis placed on the patience.



CUT AND ETCHED DESIGNS IN A NEW LINE OF TABLEWARE—THE ECONOMY TUMBLER CO.

AMERICAN-MADE GLASSWARE

THE OUTPUT OF EVERY FACTORY IS IN DEMAND—VERY FINE DESIGNS IN TABLEWARE AND STEMWARE—PRICES SURPRISINGLY LOW, WHICH APPLIES ALSO TO CUT GLASS

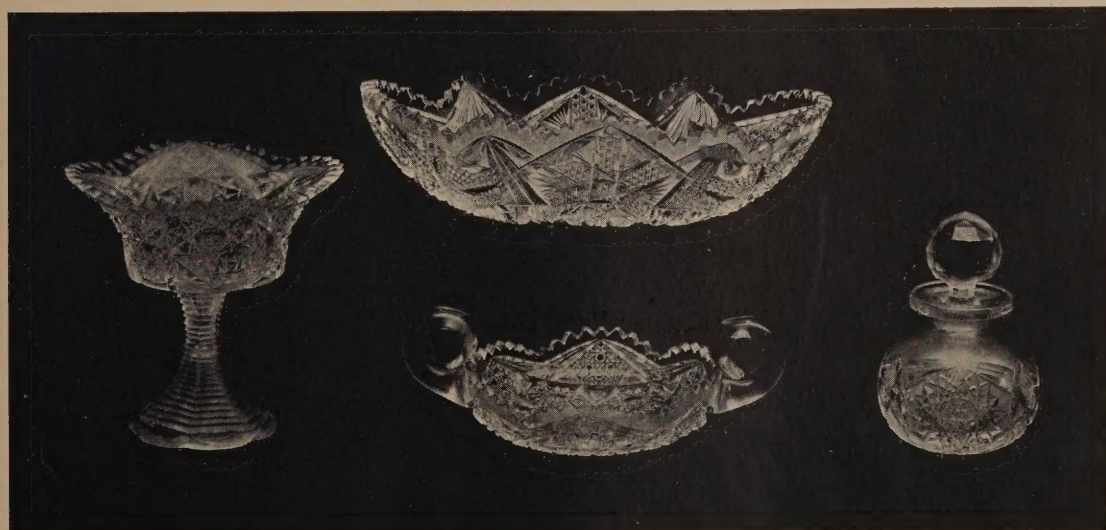
REGARDLESS of the lack of maintenance in prices by some manufacturers, the sales on pressed and blown glassware are unusually brisk. There are, however, certain producers who are holding prices to where they were originally placed and getting business. There is not the profit in many a sale that should be gained, but there is evidence that there is to be another adjustment.

Some very pretty tableware pieces are notable among the new things seen and the flower and figure decorations are particularly beautiful. Stemware never appeared with a greater variety of really dainty etching—needle and deep

etched—than this season, and the goods are going at prices that hardly seem consistent. Shapes that catch the gaze of buyers are abundant.

Cut glass has had a great run and among the prettiest of all the goods seen are the rock crystal effects with floral cuttings. It isn't difficult now to purchase cut glass of high merit at a very small cost and it is made by factories well known for the quality of the goods produced.

A new design in glassware has been produced by the Cambridge Glass Company, of Cambridge, Ohio. The entire line is shown at the



NEW CONCEPTIONS IN RICHLY MADE CUT GLASS—BUFFALO CUT GLASS CO.



NEWLY PATENTED ARCH-FOOT DESIGN GLASSWARE—CAMBRIDGE GLASS CO.

agency of William Dealing, 25 West Broadway, New York City. It is known as the patented arch-foot design, number 2760 and the beauty of each piece is greatly enhanced by the graceful feet upon which it stands. The Cambridge line, throughout, is highly artistic, both as to shape, design, and the exclusive pattern chosen. It is in the front rank of the choicest pressed glassware that is on the market this season. The illustration shows an 8 inch berry bowl of very fine shape and scalloping and its selling agent says it rules among the best sellers he handles. A rose bowl of 9 inches is a splendid specimen of the glassmaking industry. It is a shapely article which is prominent among the arch-foot pieces. The water glass is a modest piece of tableware, decorated with great delicacy. The field daisy was chosen as the design for these goods and it has been well received.

I. P. Cohen, 25 West Broadway, New York City, is showing the full line of cut glass, manufactured by the Buffalo Cut Glass Company, Batavia, N. Y. For the spring trade the Buffalo people have gained much praise for placing on the market a very fine assortment of high-grade goods. From the samples on the show tables at the agency were chosen four pieces that are representative of the output. Note the shapeliness of the beautiful Saxon cologne receptacle. This vessel is 6 inches high and to it has been applied a new star cutting, which adds to its attractiveness. The shape, including the stopper, has been very happily chosen. A footed comport, 6 inches in diameter, and the same in height, also contains the star cutting and a fine scalloped edge. An oval fruit dish is 1 foot long and is ornamented with a cross-bar cutting. The scalloped edge is irregularly shaped, which adds to its beauty. A two-handle bon-bon dish is a piece that has taken well with the trade. The handles are made generously large and are neatly rounded. It has a star cutting.

The Economy Tumbler Company is now making a very fine line of tableware that represents the latest production of its factory. Thomas G. Jones, 25 West Broadway, New York City, who handles the Economy product, has the full line on exhibition and chose five pieces for illustration that tell their own story. They include a claret decanter that has a unique shape and is decorated with a cut star sunburst, also a cut stopper, neck and base. A goblet of very fine shape is decorated with new cut and etched lines. A sweet pea vase is beautified with a cut and etched chain. Another goblet has fine etched lines and a third goblet a deep plate etched grape design. A water tankard, which is a new shape, is embellished with a cut star sunburst.

COPPER GLAZE ON POTTERY

From the very first dawn of history the flint arrowhead was in evidence and next to this pottery, unglazed but ornamented. Speaking in a general way, copper is the next thing in prehistoric times, flints being used side by side with copper tools from the fourth to the twelfth dynasties; but not until a long time after the appearance of copper does glazed pottery make its appearance, being preceded by glazed stone. All of this early glazing indicates by its color, which is blue or bluish green, the unmistakable presence of copper.

Joseph Spidel, Vice-President of the Central Glass Works, of Wheeling, W. Va., was a recent visitor in New York City, when he paid his respects to A. P. Doctor, the local agent, at 66 West Broadway.

The Philadelphia, Pa., branch of the United States Glass Co. has been removed from Ninth and Market Streets to the Denckla building, Eleventh and Market Streets.

ART OF GLASS CUTTING

BUYERS it is learned, are occasionally deceived when buying cut glass, and find they have bought what is commercially known as pressed glass instead of the genuine article.

Yet there are a few simple rules that will safeguard the ordinary buyer at retail. The chief one is to pick out only what the manufacturer calls closed-in articles. By this he means vases, jugs, pictures, bottles and the like.

These cannot be duplicated in pressed glassware, which is first molded in patterns and the edges ground. This process gives it so close a resemblance to real cut glass that even experts may be deceived.

But in the "closed-in" articles some way is yet to be devised by which the pressed lines can be followed through the opposite side, when put on the wheel to be cut, as the pressed part interferes with the workman seeing through the glass, which he has to do in order to follow the lines of the design on the cutter.

The kind of cut glass that is counterfeited is called open work, such as plates, nappies or any flat article through which the workman can readily see when finishing it.

Another help in selecting cut glass is its weight. The genuine is made from pure lead glass, made chiefly in America, especially for cutting. This lead glass is very heavy.

The process of making cut glass is fascinating to watch.

There is in East Cambridge the only shop in New England devoted exclusively to cutting high grade glass from the plain "blanks."

Mr. Shea, the head of this concern, has been cutting glass for forty years and is considered one of the most expert men in the business in America.

The first step toward cutting is to mark on the "blank," that is, the dish in the clear glass, in red or other paint, the design that has been selected for it.

The most common designs are diamond shapes, stars of various points, crosses and squares, and other geometrical patterns.

The design must be marked on the glass exactly to stand the test of compass and rule. When all lines are in perfect accordance with the pattern, and also fit the blank, the "roughing" begins. This is cutting the heavy work, such as the necks of vases and bottles, and the heavy lines on the stars.

This is done on a machine called the "mill," a big, wooden-framed affair, on top of which is a hopper holding about half a ton of Berkshire Hills sand. This sand is the only kind in this country that has proven satisfactory for this work.

The sand runs down through the hopper, is

moistened with water, and comes out of a large steel disk, the edge of which is sharp. This disk is turned by power at a very high speed. The wet sand of the disk gives it a "tooth," which when the glass is held against the edge of the disk, cuts very rapidly.

All the coarse and heavy cutting is done on this "mill."

The cutting in of the finer work begins on a mill with a stone disk, resembling an old-fashioned grindstone, but much narrower and with a beveled edge. These stones come chiefly from Italy or Scotland. They are very hard, and carry a keen edge a long time. They are used for fine cutting altogether.

There is a stone found in Nova Scotia much softer that cuts quicker, and is used for fluting on water bottles and comports where heavy cuts are desired. Very often as many as fifteen or twenty different stones of varying degrees of hardness are used for the cutting of one article.

After the design has been all cut comes one of the most difficult parts of the work, the polishing.

This is done on the outside of the work with a very high-speeded brush wheel covered with moistened pumice stone, powdered. This stone is lava thrown off by a volcano.

Large wooden disks, made to fit the cuts and fed with pumice and water, are used for polishing the fine work in and around the delicate tracery of the pattern.

NEW INDUSTRY FOR TOLEDO

According to report a new industry is to be located in Toledo, O., that will give employment to 500 men whose energies will be devoted to the manufacture of automobile lamps as well as all kinds of commercial vehicle and boat lamps. The Atwood-Castle Company is the name of the new concern which proposes to remove its factory from Amesbury, Mass., to Toledo. The capital stock of the company was recently increased from \$100,000 to \$300,000. The purpose of this change of location is said to be to get closer to the center of automobile manufacture.

GLASS MODELS EXHIBITED

At the American Museum of Natural History, New York City, there has been placed on exhibition a series of skillfully constructed glass models of the beautiful and intricate shells of certain varieties of microscopic animals known to scientists as protozoans. These glass models are the delicate handiwork of H. Muller, who made them under the direction of Messrs. Roy W. Miner and B. E. Dahlgren, of the museum staff.

POTTERY AND GLASS

with which is combined

GLASS AND POTTERY WORLD

GLASS AND POTTERY WORLD, Founded 1893.
CHINA, GLASS AND POTTERY REVIEW, Founded 1897.
Amalgamated, April, 1905

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MARCH, 1910

No. 3

POTTERY OF HIGHER GRADE

MANY of the American potters, during the past few months, seem to have become aroused to greater possibilities in the higher class goods. The awakening has brought about a much more satisfactory state of affairs, as to better wares, than the adherents of the ceramic art here have ever before enjoyed.

The superior goods—superior both in regard to shape, design and decoration, have come upon the market for the 1910 selling, and are so much better than the output that preceded them, as to stand for no fair comparison. At the agencies the sample displays are most pleasing and some very fine underglaze dinnerware sets and fancy pieces are receiving the endorsement of members of the trade, that know.

The majority of the products show very tasteful decoration and the promise of the potters, that came during the latter part of 1909, that some surprises might be expected, have been fulfilled, much to the gratification of those who have hoped for better domestic products. The prices asked for these higher-grade goods are not out of proportion to their worth and the

desire to buy has proved that the buyers will accept choice porcelains that bear ear marks of having undoubted selling quality.

All this has proved that, if our potters wish to manufacture finer goods than those that have been placed on the market for years past, they have the skill and operatives to produce such results. The present successful advent of higher-grade goods, should act as an inspiration to the more progressive of our potters and impel them to bring out even better goods than the creditable ones that have given so much encouragement to the industry.

The enterprise should not be allowed to lag for want of courage to keep in pace with this age of advancement. There is always a market for cheap wares, but it has been proved that some who have made them for years find a broad field for pottery that excels in quality.

That there is a handsome profit in these goods has also been proved and earnings are what count in every man's conduct of business. The trade has watched the output of the more progressive potteries and is still watching, not knowing what new attractive line may come upon the market unexpectedly, for, as previously stated, some of our potters have resolved to do better things and they are doing them.

A BUYER'S POINT OF VIEW

IN the January issue of this magazine there appeared an editorial entitled "The Agent and the Buyer" which set forth the tribulations of the agent in trying to get the buyer to his salesroom with the idea of having him look over his samples and probably effect a sale. The agent takes the stand that, no matter how large or effective his sample line may be, or how many new things he has to show, the buyer fails, nearly always, to show enough appreciation to even drop in and look them over. And again the agent claims if he would exploit his goods, he must carry them to the buyer in person, and that is a physical impossibility, by reason of bulk and the fragile nature of the goods themselves.

That editorial proved to be of sufficient interest to arouse the attention of buyers and some of them have seen fit to register a vigorous protest, claiming that the agent is in a measure responsible for the condition that prevails. The ideas of one of these buyers, who has written at length his views, is of interest to the agents and may help to solve the problem and bring about a more amicable state of affairs.

This buyer begins his communication by subscribing to POTTERY AND GLASS for one year, as he is interested, naturally, in a magazine that is printed for buyers. As to the editorial, he

speaks from his own point of view and experience. His reason for not visiting showrooms, he says, is due to a dislike for being urged to buy, and he adds he would gladly visit the sample room of every salesman that visits his city, if he could look over the samples and be allowed to "depart in peace." The rest of his communication can be better understood by a perusal. It is as follows:

"Most of us are looking for things we think can sell. Most of us have ideas as regards articles we desire to add to our lines, and it is annoying to have to fight a salesman with arguments and give reasons why we are not yet ready to buy his line, while, at the same time, we may be interested in studying that line as a matter of *future business*.

"On the whole I am on the defensive with salesmen, and if I were not, I would be loaded with undesirable goods. I suggest that you write an editorial from the buyer's point of view.

"A suggestion to the Salesman's Association: Why not schedule every salesman's dates in each city by cities, and mail a copy to each buyer in that district. At present we small "fellers" have to depend upon chance or personal search for salesmen in our lines. The biggest bill of goods I buy each year, I buy from a firm that I stumbled upon accidentally, by passing his store while on other business.

"I will admit there are buyers that have to be chased, but if they were not, they would do a little bit of it themselves. The selling system is to blame. We are in the habit of waiting for the salesman, but if he did not come, we should have to go after him.

"Further, a central point of display would be advisable. Such a place I would visit every time I went to the city, and I would find many articles to add to my line. *I want to increase my business* now; I cannot create, I *must* see. If I write for a catalogue, or answer an advertisement, I am eventually under the necessity of explaining why I don't buy. That may all be good salesmanship, but it makes one hesitate about asking for information, unless one is pretty sure that he means business."

The sentiments expressed by this buyer are directed to travelling salesmen, rather than agents, with permanent sample rooms, but it expresses a buyer's views and they furnish food for reflection.

VICISSITUDES OF THE AGENT

Things that actually happen are more impressive than mere flights of the imagination, and the following actual happening may tend to prove the statement.

It has been learned that a well established manufacturing concern, through using poor

judgment, has lost an old and steady-buying customer. The fact is it was indiscreet in making an effort to collect a bill that should have had the sole attention of the agent that controlled the trade.

The concern, in question, has several agencies, at which a large trade is conducted. One of the agents, who knew how to sell goods and handle customers, because he had had much experience, and was conservative, controlled the trade of a house that bought liberally and was nearly regular in its payments. For a reason that isn't explained one account was held back and caused the manufacturers to query the agent. The latter advised that no pressure be brought to bear, he having heard that one sharp letter had already been written. But, the manufacturers ignored the suggestion and wrote a second letter, threatening to place the account in the hands of a lawyer and also wrote their agent to that effect, and said, bluntly, that he should not have sold a customer whom he had any doubt about. The agent retorted that all other accounts had been paid and he presumed that difficult collections may have held back the last account.

The agent's letter was abrupt and to the point and his employers chose to retaliate by advising him that he must call on his customer and say the bill "must be paid." The mission was a disagreeable one, but the agent had been a drummer for years and was well seasoned to rough usage and rebukes, so he went on his errand like a good soldier. Instead of being received cordially, as usual, the head of the firm met him with this salute, "I don't like the tone of the letter your people wrote us and I'll never buy another dollar's worth of their goods as long as I'm in business." Then he sat down and wrote his check for the full amount due, handed it to the agent, and after assuring him that the cordial relations would continue, advised him that his employers need look to him for no more business.

This actual happening needs but little editorial comment. Selling goods, with close competition at hand, is no easy task for any agent, but when he has his employer to contend with as a stumbling block, then maybe it is best to apply the old maxim—"Discretion is the better part of valor."

Don't sit around and bemoan the fate that got you into business in a poor location. Get busy and make the most of the location you're in and you will the sooner be able to make a change.

According as advance plans are well made or ill made the accomplishment of success will be possible or impossible. Don't drive a single nail until every detail of design is complete.

THE TRADE PAPER AND MERCHANT

AT no time in the history of trade paper journalism has the relation between the trade paper and its readers been so intimate, and we may safely say, independent as now. The trade paper is not merely a monthly news gatherer, but more especially a periodical silent partner, visiting its readers regularly and acting as a helper and adviser in all business matters that concern the welfare and progress of the members of the trade service.

Its advertising pages are of utmost importance, for here appears regularly the information regarding manufacturers and their products, which every merchant needs in order to keep in touch with the new things—those articles which every retailer must carry in stock in order to meet competition, keep his stock attractive, fresh and up to date, and beyond this adequately productive of large net profits, for, whereas, staples pay small profits, specialties safely stand large profits, because people will pay good prices cheerfully for the novelties that attract and please them.

But, if the service of the trade paper is an important one to the merchant, there is another service yet more important that it renders—namely, *practical help in advertising, selling and displaying his goods.*

There is not a trade paper worth mentioning in any field today that does not print practical articles by practical men on the "how" of merchandising, and the service is something needed as badly in the pottery and glass trade, as in any other. Of course, in this trade, as in others closely allied to it, there is not a little difficulty in differentiating between the help needed by the big department store buyer and the "small dealer." The small dealer is only small by comparison, for, taken on a whole, the department stores do not sell any more pottery, china, and glass, than do the independent dealers. The department stores have every sales facility at their command, however, trained advertisement writers, plenty of floor space, in most cases, adequate windows and experienced window trimmers, and the capital to hire buyers and department managers of proven ability. Their delivery system, their location on the main business thoroughfare and their prestige, all unite to make them powerful competitors, while their purchasing power quite overshadows the small merchant.

In a word, what the trade paper has to say to the department store regarding the merchandising of the products common to the trade, is aimed to benefit the department store buyer less and the independent merchant *more*, for this one all-important fact should not be overlooked by the small dealer. The merchandising meth-

ods that make the department store successful, are the same that will make the small dealer successful. He should study them and use them.

At the same time the small dealer should not lose sight of certain other conditions favorable to his success in meeting the competition of the department stores. First—the department store buyer, because his stock is so large and his employees so numerous, cannot keep close watch over the movement of his goods, nor can the small merchant. This means the danger of over-buying, of lost profits on unsalable goods and of lowered efficiency on the part of his salesclerks.

Second—The department store buyer—except in the small stores of cities does not come into an intimate relationship with his customer, nor does the small merchant. The latter is frequently his own head salesclerk. He, therefore, knows just what his customers expect of him and his stock moves rapidly and pays him a good profit.

Third—In buying pottery, art-ware, bric-a-brac, glassware, etc., except the cheaper kinds, most people prefer to buy of a specialist—a merchant who deals exclusively in these goods—because they believe the specialist will do better by them than will the department store. The factors in favor of the success of the small dealer are many and his problems differ in *degree*, rather than in *kind*, from those of the department store buyer.

What is suggested for the benefit of the department store, will also be of help to the small merchant, however, and, in fact, it is desirable to make little or no distinction between them. Each man's problems are peculiar to himself; he can learn from the experience of others. He must always adapt, change about and apply working principles to meet the needs of his store, his city and his trade. It is the aim to make POTTERY AND GLASS of practical service to the trade and all are asked to consult and co-operate with the magazine, that its usefulness to the trade may grow with each successive issue.

NEW RECORDS FOR BLOWING

New records for making three kinds of ware were made at the Gaynor Glass Works, Salem, N. J., in January. John and Samuel Hoffman, blowers, turned out 160 dozen half-gallon and 130 dozen one-gallon jars, while on a machine George Little produced 458 dozen wide-mouth pint fruit jars. At the same works in December, the largest glass jar ever blown in the United States was produced by Jesse Steelman.

SUCCESSFUL BUSINESS BUILDING

By JAMES B. EATON.

THE same little things that count in life are the ones that count in business. Little things, measured from the standpoint of the merchant, are the details that enter into the routine of the everyday effort to keep the mercantile machine running smoothly.

No successful merchant ever slighted, or forgot to direct his energies to the fulfillment of little things, for his keen insight into the ways of human nature impelled him to grasp the little things, knowing that the larger ones are better able to care for themselves.

The late A. T. Stewart, known as the merchant prince of his day, built a tremendous manufacturing, wholesale and retail business from an humble beginning by directing his energies to the successful accomplishment of little things. He bought laces that were thought by less shrewd business men to be of little value, because slightly damaged, and the price he paid was low. After the coming merchant prince had finished renovating these miscellaneous laces, they appeared in the lime-light looking as good as new and made such neat profits for the sagacious A. T. Stewart, that he was enabled to add to the stock of his modest store and right in that same store was laid the foundation of the greatest individual business in the United States.

It was the little things in business, backed by sagacity and farsightedness, that made the business of A. T. Stewart, and the same methods that he pursued are open to every merchant who thinks and keeps thinking all the time, of how he can accomplish something by bending his energies in the direction of building large things from little ones.

There isn't a merchant doing business today who cannot improve it by paying strict attention to the little things about his store. If it's only the better arrangement of a few pieces of stemware, or china, that may be placed where they can be seen by prospective customers to the best advantage, it will add that much to the store's appearance and better please those who call to see and buy. A few specks of dust on china and glass doesn't injure either, neither does it look well; at the same time it carries with it a conviction that if the merchant were looking after the little things about his store these pieces of china and glass would be kept clean, for we are taught in this age of progress that in dirt lurks disease-breeding germs and the medical fraternity keeps continually holding forth a reminder that germs are to be avoided.

If the merchant were as careful to rid his tables and shelves of the dust accumulation, as

he is in counting the day's receipts, his store would present an appearance so much more attractive that the day's receipts would surprise him. The purchasing public is very observing nowadays and its eyes are everlastingly searching for something bright and attractive to feast on. This brings the issue to the man that lives and thrives through public patronage and it's up to him to give his undivided attention to the little things that make his store a desirable place at which to shop. The little things accomplished without cost to the storekeeper, that show interest in developing trade, are the very best incentives to an increasing business.

Other little things that cost nothing and are of vital importance, are, polite attention to every caller, even though no desire is shown to purchase and a pleasant word, if only about the weather, or some popular prevailing topic. These are features that count and don't forget that every human being has a memory of its own. Always employ clerks proverbial for their patience and forbearance and if you find they do not possess these qualities, then seek and find better material, because no merchant ever thrived who did not add polite attention to a varied stock of up-to-date goods.

The most exasperating situation that a merchant could possibly contend with, is a salesman or saleswoman that assumes to know more than the patron who calls to buy. The person generally knows what is wanted, because that has all been thought out beforehand, so it amounts to a piece of audacity for an employee paid to serve customers well, to assume the position of a dictator, and the merchant that employs such material to develop his business, is spiking his own gun, just as sure as he opens and closes from day to day.

There are other little things that count in business and, while they cost but little to exploit, show the public that the man who would cater well to their needs has been thinking seriously and profiting by the exercise of good judgment. A cool drink of water from a sterilized glass doesn't cost much to provide, nor does a few drops of ink. The convenient water receptacle is not new to well equipped stores, but some merchants haven't as yet, awakened to the fact that it helps to draw patronage; maybe they will, someday, when it is discovered that cool water awaits the person that visits the store next door.

Speaking of ink, that is another innovation that has been made free to all at enterprising stores. A receptacle is placed in a conspicuous place and the invitation extended to fill your

fountain pen. A great idea built on an expenditure of a happy thought. The man that conceived it though, belonged to that brand of merchant with the ability to turn thoughts into money, for, in giving his patrons free ink for their fountain pens he showed how much he considered their welfare and a lot of good advertising grew out of it, as those who partook passed the word to their friends and they concluded that Brown, the china and glassware merchant, was up-to-date and a good man to buy from.

These are but a few little things that produce big results for the merchant that thinks well and seriously, but the point is that looking after little things—details—is a foundation on which many of the greatest business successes in the world today have been built and no merchant with ambition to succeed can afford to ignore them. But, it should not be implied that in so doing he should devote his personal attention to them. He should direct only and trust the fulfillment of his orders to the employees who are loyal to his interests, then the little things will surely develop into big results.

FOREIGN NOTES OF INTEREST

It is announced that J. H. Walmsley, for some years H.M. Inspector of Factories in the English potteries, has been appointed superintendent inspector for the Midlands, in succession to the late Mr. Redgrave, whose death was recently announced. It is not long since Mr. Walmsley left the potteries to take a more important charge at Leeds, and his further promotion is a testimony to the appreciation his work is meeting with at headquarters.

A German consular report calls attention to the increasing demand for earthenware and crockery in British India, and regrets that Germany has so far neglected this market. Cheap toilet, dinner, breakfast and tea sets are most in demand, and are imported chiefly from Great Britain.

Isaac Falcke, the generous donor to the British nation of the "Falcke Collection of Old Wedgwood," died at his residence, 104 Gower Street, London, W.C., recently. He had reached the patriarchal age of 91.

Announcement is made of the death of Jules Lang, the founder of, and senior partner in the firm of Jules Lang & Son, glass importers, of 16 Bury Street, St. Mary Axe, E.C., England, and glass manufacturers of the Progress Glass near Dieppe, France.

Owing to the steady increase in the population of the towns and cities, in the French Riviera, and due to the constant erection of hotels, boarding houses, etc., there is an in-

creasing demand for glass, crystal, and porcelain wares.

A new factory has been opened at Chungking by a Chinese student returned from Japan with Japanese machinery and two Japanese employees. It has to compete with 15 native glass factories in the same place. At Hankow a native glass factory was unsuccessful from want of expert blowers and under-capitalization. The glass works at Poshan, in Shantung, are said to have proved a costly failure.

HAVILAND & CO. WINS DECISION

In last month's issue of POTTERY AND GLASS, was published the decision of the United States Circuit Court of Appeals, in relation to the Haviland china case, pending since 1906.

The United States Supreme Court has finally settled the long litigation growing out of the advance by the Board of General Appraisers on Haviland china in 1906 by denying the application made by the Government for a writ of certiorari to the Circuit Court of Appeals, which decided in favor of the importers.

The case has attracted a great deal of attention among importers and customs officers generally, because it involved the right to carry a reappraisal case to the courts when the reappraising officers made their decision without evidence to sustain it.

When the Board of General Appraisers was organized in 1890 the law provided that their decision on questions of value was to be final. Acting under a decision of the Supreme Court made about 1892 that the board's decision was final only if they proceeded in accordance with law, Haviland & Co., through their attorneys, Masters & Levett, and Ivins, Mason, Wolff & Hogue, raised the point that if the board made a decision with no evidence to support it, their decision came within the former ruling of the Supreme Court and was void.

The board had advanced their goods about 16½ per cent. above the entered value, and by protest the case came again to the Board of General Appraisers, and the protest was sustained in an opinion by General Appraiser Hay. On appeal to the Circuit Court Judge Martin affirmed Judge Hay's opinion, and his opinion was in turn affirmed by the Circuit Court of Appeals in an opinion by Judge Coxe.

NEW POTTERY INCORPORATED

Messrs. John Taylor, Albert Eichle, William Cannon and other Crooksville, Ohio, business men, will incorporate a new pottery and stoneware company within a few days, to operate the Diamond pottery plant at Crooksville. It is stated that stoneware pottery will be manufactured.



TWO RICHLY DECORATED TANKARDS AND A TOBACCO JAR—D. F. HAYNES AND SON INC.

DOMESTIC POTTERY MARKET

MANUFACTURERS HAVE GIVEN CONSIDERABLE ATTENTION TO PRODUCING FANCY GOODS—THE NEW DINNERWARE SHAPES CONTINUE TO ARRIVE AND HAVE MERIT OF A HIGH ORDER—AGENTS SAY BUYERS ARE INTERESTED

AT the agencies where domestic pottery products are on exhibition, sales of the higher-grade wares have been larger than in those of lower price. This same information comes from the potteries, where so many large orders have been booked that a continuation of the busy times is promised for an indefinite period.

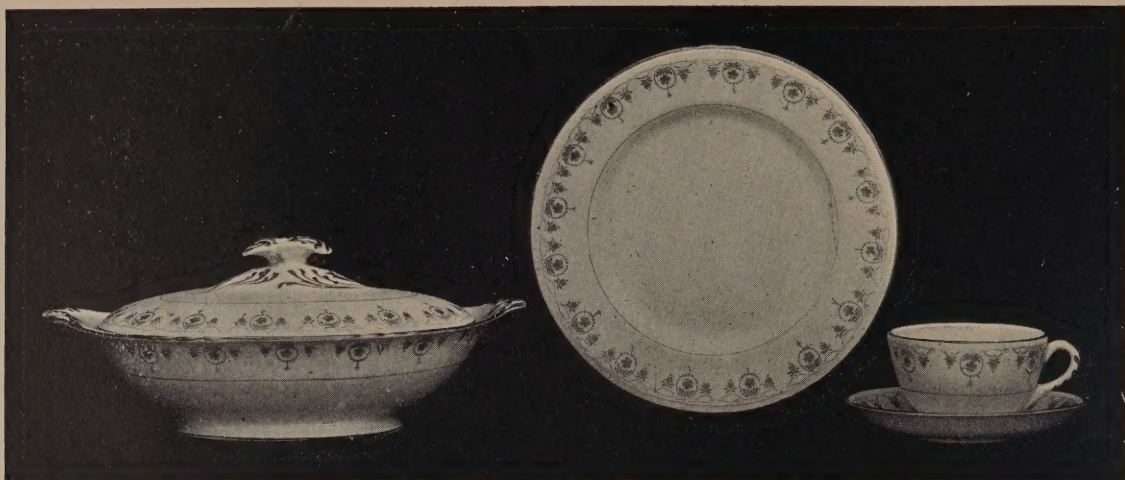
For the present season fancy lines are playing so prominent a part in the field as to have caused a revival in that line of industry, the result being that those who make a specialty of fancy goods, are producing some very attractive pieces.

The art pottery field continues to yield an abundant share of the desirable articles and the sales in jardinières have been remarkably brisk. From a prominent concern in the industry, word is received that so far this has been a splendid season, department stores being liberal buyers of these wares.

There has been very much said concerning the new and superior grade of dinnerware being produced by the domestic manufacturers, so that an illustration of one of these sets will be interesting to look upon at this time. The Globe Pottery Company, of East Liverpool, Ohio, is one of the concerns that has raised the grade of American dinnerware by producing a new and original shape. The name

chosen is "St Regis" and E. L. Bates, the company's New York City agent, at 65 West Broadway, referred to it as being "absolutely new." But few buyers have seen it up to the present time. The shape is particularly pleasing, with its neat handles and well rounded cover and there is nothing gaudy about it. The popular border pattern has been applied in pink, green and purple, with a very narrow color line extending around it. The trimmings are of genuine coin gold. While the St Regis embodies all the essentials of a dignified and rich service, still it is moderately priced.

The D. F. Haynes & Son Inc., pottery, Baltimore, Md., is one of the firms that is devoting much study to the production of fancy goods and has been in a large degree successful in placing on the market some clever and original ideas. At the salesroom of H. Benedikt 23 Park Place, New York City, where the Haynes goods are displayed, there can be seen a large collection of various articles that are included in the category of fancy goods. Three of the products—two tankards and a tobacco jar—are grouped in an illustration appearing herewith. The taller of the tankards is called "St Julien." It is 13 inches high, with a gold handle. On one side is the figure of a Scotch laddie, equipped with a golf outfit and holding



THE NEW "ST REGIS" SHAPE DECORATED DINNERWARE—GLOBE POTTERY CO.

a golf club aloft. The motto accompanying is "Rain, rain go away, come again another day, little Arthur wants to play." The coloring is strictly in keeping with the Scotch idea. The second tankard is named "Romaine" and is 12 inches high. The figure chosen for display is a chinese Junk with sails set and a crew pulling at the oars. It is highly decorated in brilliant colors and produces a decidedly fine effect. The shape, as noted, is widely different from the larger tankard. "Umbrian" is the name under which the neatly designed and profusely decorated tobacco jar is sold. It is about 5 inches tall and 6 inches in diameter and the illustration shows a bachelor at ease in a comfortable chair smoking a pipe. On the cover is a pair of pipes crossed. The motto is "There's a lot of solid comfort, in an old briar I find, if you're kind of out of humor, or in trouble in your mind."

FAMILY MEMORIALS IN CLAY

A clayworking exhibition is to be held in Berlin next year. A prominent feature connected with it, and which is of special interest, is a series of prizes for family memorials, urns, graves, vaults, etc. Any number of designs or models may be submitted in any class, but these must be capable of ready reproduction in pottery or clay, preference being given to colored designs.

EARLY POTTERIES IN AMERICA

It is of curious interest to recall the fact that from 1825 to 1838 there flourished in Philadelphia a pottery that successfully produced true porcelain of such excellent quality that it compared "favorably with the best French china" to which it was further pronounced "superior in whiteness and golding." In 1848 there was established in Greenpoint, L. I. (now

New York City), the Cartlidge Porcelain Works, which continued to exist until 1856, and there were produced a number of portrait busts in biscuit porcelain. The heads of Daniel Webster and Zachary Taylor were among the best of these. For ten years, from 1880 to 1890, there was in New Orleans a pottery that made true porcelain from materials imported from France and by French workmen, but all traces of this ware have long since disappeared except the few specimens now in the hands of collectors.

ADVERTISING HELPS SALESMEN

One important fact which is often lost sight of by manufacturers and importers is that the names of articles which are well advertised in the trade journals record themselves unconsciously on the minds of the buyers who are its readers, and after a while become as familiar to them as the names of the patent medicines and other advertised articles are to the general public.

The travelling salesman who is carrying a line of goods the name of which has been impressed on the buyer's mind through advertising has a much easier and more profitable time than the man who is carrying a line of unknown goods.

THE KAISER AS A POTTER

The German emperor has recently shown himself to be an excellent business man by the way in which he has pushed the sale of the manufactures of the pottery works at Cadinen, which belong to him. These pottery works, where majolica is the principal article produced, have been the kaiser's private property for several years, and he personally supervises their management. Apart from acting as managing director of the enterprise, he also contrives to stimulate the sale of these manufactures among his friends and wealthy men.

GLIMPSES OF GLASS HOUSES

THE glassware industry still continues to thrive and the factories at all points, according to reliable reports, are working to their full limit. But, there is a condition existing among producers of certain grades of blown and pressed glassware, that is to be deplored.

What is referred to is the slashing of prices by many manufacturers. Previous to the incoming of the new year an agreement was entered into by some of the manufacturers, by which cutting prices was to cease and that prices on certain products were to be advanced to a point where a living profit would result. The fact is "rock bottom" has been reached once more in the competitive struggle, so that the large sales occurring have not been accompanied by the profits that should have been. In April there is to be a meeting of the manufacturers when the vexatious question of price-cutting will again be discussed.

Newark, N. J.—The New Jersey Cut Glass Co. failed in December, 1908. Its affairs have been before the courts ever since; a thorough examination has been had and a great deal of testimony taken. It appears that a brother of the president of the bankrupt company and a former officer of the concern received a preference amounting to about \$4,000. Suit is to be brought in an effort to recover this amount. The trustee is also going to endeavor to compel Max Blau, one of the company, to return \$2,000, which, it is claimed, he wrongfully took from the concern. This litigation will delay settlement for a long time, but if successful will result in a larger dividend being paid to creditors.

Moundsville, W. Va.—There's a scene of great activity at the plant of the Fostoria Glass Company. Full time is now the feature and has been brought about by the receipt of daily orders. Even the off-hand chimney shops have resumed.

Smethport, Pa.—A report from here was to the effect that a sheriff's sale occurred February 28, to close out the belongings of the cut glass company. It is understood, however, that the process was more a legal formality than otherwise, and was brought about for purposes of the company's own. It is said that the company has the backing of a bank and will continue business under different conditions.

Niles, O.—It is reported that the Fostoria Glass Specialty Co. has let the contract to the H. L. Dixon Co. for two 16-pot regenerative furnaces to be erected at Niles, Ohio, which are to be devoted to the manufacture of bulbs and

tubing. At Fostoria globes and electrical ware will be turned out in increased volume. They expect to put in eight lears at the Loudon plant and equip it with machines to make paste mold globes and shades.

Washington, Pa.—A new furnace is in course of erection at the factory of the Duncan Miller Glass Co., Washington, Pa., and it is stated that during the summer automatic machinery will be introduced that will displace considerable skilled help.

Wheeling, W. Va.—The Central Glass Co. has placed its new cut and etched stem lines on display in Pittsburg at the rooms of the Elkins Glass Co. There are about forty pieces in the line, both stemware and tumblers being shown.

Rochester, Pa.—The third furnace has been placed in operation by the Rochester Tumbler Co., and it is possible that the capacity of the plant will be further increased as the season advances. There are now 41 pots in operation, and the decorating, etching and cutting departments are working full time.

Cumberland, Md.—The Potomac Glass Co. has just brought out a new combination etched and cut decoration on a line of stemware and tumblers. Part of the etched design possesses a floral effect. It is something different.

Poughkeepsie, N. Y.—According to report a new machine has been introduced at the factory of the Poughkeepsie Glass Co. for the manufacture of milk bottles, which, it is said, affects a large saving in cost in addition to providing a better and more uniform package. The machine, it is stated, displaces three workmen, requiring only one skilled hand in its operation.

Toledo, O.—Since the beginning of the new year, the Libbey Glass Co. has been paying workmen in its employ every other Saturday instead of weekly, as has been the custom up to the end of 1909. The change was made owing to the large amount of work involved in the preparation of payrolls.

Corning, N. Y.—The corporation of J. Hoare & Co., manufacturers of cut glass, will hereafter be operated by James Hoare and Hasell W. Baldwin, George L. Abbott, the third member, having withdrawn.

Barryville, N. Y.—It is said that William Gibbs, formerly of T. B. Clark & Co., of Hawley, Pa., is contemplating starting a glass cutting shop here, which would employ from 50 to 60

men. Gardner and Calkin have given a factory site and water power on the Halfway Brook and the business men of the village are making an earnest effort to draw enterprise to their midst.

• • •
Millersburg, O.—The line of radium glassware manufactured by the Millersburg Glass Co. has already made such a hit that business is booming. It is predicted that double the capacity worked six months ago, will soon be a reality. Another furnace has just been added.

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Williamstown, W. Va.—Business is so brisk at the factory of the Fenton Art Glass Co. that there is talk of increasing the size of the plant.

• • •
Morgantown, W. Va.—The \$10,000 damage suit of Otto Burkhardt against the Economy Tumbler Co. has been settled out of court by the glass company paying \$600. The suit was brought by Burkhardt because all the fingers of his right hand and the index finger of his left had been amputated by a circular saw while he was working in the company's box factory a year or so ago.

• • •
Pittsburg, Pa.—An application has been filed in the Westmoreland County Court praying for the discharge of the receivers of the McKee-Jeannette Glass Works. A. J. Smith and John W. Keltz, who have been in charge since the National Glass Co. met with reverses, have put the business of the Jeannette plant in such shape that their discharge is confidently expected.

HARVEY SAGGER MAKERS' MAULS

Sagger makers' mauls is a new line that has just been added to the favorably known assortment of goods manufactured by I. R. Harvey, Beaver Falls, Pa. These mauls are made from apple, or wild cherry wood, with a well-turned hickory handle and can be made of any dimension that may be desired. It is a tool in the potters' line that has been hard to procure, owing to the scarcity of the proper material with which to make them. The firm of Harvey manufactures also, the celebrated Harvey's potters' dressing irons and other fine lines used in potteries.

NEWLY INCORPORATED

The Day Department store, Passaic, N. J., capital, \$50,000; incorporators, Horace G. Day, Joseph Rosenberg and Max Baron.

Stewart & Crocker, Inc., Manhattan, N. Y., manufacture and deal in cut glass, etc.; capital, \$7,000. Incorporators: James M. Stewart, No. 728 Westminster Road; William Stewart, No.

923 Foster Avenue, both of Brooklyn; William A. Crocker, No. 78 Van Sice, Yonkers.

Burley & Tyrell Company, Chicago; capital stock increased from \$800,000 to \$900,000.

Boxrud & Hjermstad Co., Red Wing, Minn., to conduct a general mercantile business, for 30 years. Richard H. Boxrud, Hans L. Hjermstad and George H. Boxrud, incorporators. Capital stock \$15,000. Richard H. Boxrud, president; George H. Boxrud, vice president; Hans L. Hjermstad, secretary and treasurer.

The Manhattan Art Glass & Metal Co., of New York, was incorporated recently to manufacture and deal in artistic mosaic shades, domes, portables, gas and electric fixtures, etc., with a capital of \$13,000. Incorporators: Louis C. Neuman, Yonkers, N. Y.; George Boochever and Martha Cohenne of New York City.

Messrs. John Taylor, Albert Eichle, William Cannon and other Crooksville business men have incorporated a new pottery and stoneware company and will operate the Diamond pottery plant at Crooksville. It is stated that stoneware pottery will be manufactured.

The John G. Burley Pottery Co., has been formed at Crooksville, O., with a capital stock of \$60,000. John G. Burley and Frank M. Ransbottom of the Ransbottom Bros., Stoneware Pottery Co., are at the head of the new company. A new pottery will be built for the manufacturing of stoneware specialties.

CROOKSVILLE NEW POTTERY

The Crooksville Clay Product Co. has been organized in Crooksville with a capital stock of \$35,000. The new company will operate the Diamond Company's plant at that place. It is said the plant will employ a large number of operatives. Stoneware specialties will be manufactured and the plant will be under the management of C. C. Coulter.

The officers of the company are: Chester Tattman, of Zanesville, president; V. J. Cannon, vice-president; John E. Taylor, secretary; A. E. Aichels, treasurer. The last three are Crooksville men.

ANCIENT POTTERY SOLD

The first half of the collection of iridescent potteries from Rekka brought to this country by Azeez Khayat, the Assyrian excavator, have been sold at public auction for \$3,123. Sixty-eight dollars was paid for a Rekka pottery bowl of turquoise blue with gold and silver iridescence. A two-handled Rekka vase brought \$58, and a Greek bottle of amber glass with flame iridescence, \$100. Several tiny boxes of Joseph's Wheat, exhumed by the authorities of the Gizeh (National) Museum of Cario, were sold for \$2.

RETAIL TRADE NOTES

Drachman and other merchants of Tucson, Arizona, have been looking about for a suitable site for a building, which is to be used for a large department store. It is understood they have their eyes on a lot on Broad Street. Options on at least five corners have been secured. It is the intention of Drachman and his associates to erect a three-story building with a fifty foot frontage.

Developments in Cincinnati realty circles indicate that Mr. Stewart Shillito, of the John Shillito Company, is the purchaser of the northeast corner of Vine street and the Canal, at a price of approximately \$135,000. Rumor says that the company is going to enlarge its quarters on account of being crowded for room.

Albert Pick & Co., occupying an entire four-story building in Randolph Street, just west of Fifth Avenue, Chicago, for crockery wholesaling, have found it necessary to acquire additional space, and have taken a lease on the second, third and fourth floors of the building at 201-203 Lake street.

A. J. Beavers of Decatur, Ind., will open a racket store at Monticello and is already arranging to lay in his stock.

Final plans for the erection of the new department store, which the Goerke Company, Newark, N. J., announced last spring was under contemplation, are being prepared in the office of William E. Lehman, architect. Work on the structure, which is to be erected at 151-155 Market Street, will begin at a comparatively early date.

The Boston store, Bartlesville, Okla., one of the largest department stores, which was recently destroyed by fire, entailing a loss of \$40,000, will be immediately rebuilt.

Representatives of a large out-of-town department store company have made an offer for the triangular shaped plot on the north side of Fifty-ninth Street, extending through to Sixtieth Street from Central Park West to Broadway, New York City. The negotiations have gone so far that an architect has already prepared tentative plans for the building that is to be erected on the site, in the event of the store manager's offer being accepted. The plot is being held at \$300,000.

L. F. Bertrau and W. P. Almroth, who have been in business in Grand Rapids, Mich., about five years, have united their business interests into a department store to be the largest north of that point. They will occupy the three-story double brick block recently purchased from the Edgar Pierce estate of Mr. Bertrau. The agreement has just been signed and the actual consolidation will take place as soon as the Almroth stock can be moved into the Bertrau block. The

name of the new firm will be Bertrau-Almroth Company.

Manager Thompson of the Paducah, Ky., racket store, is contemplating quite extensive improvements to the building recently occupied by the Hart Hardware Co., which he will occupy when completed.

On account of increased business an addition, which will cost, approximately, \$100,000, will be built on the Golden Rule department store, at St. Paul, Minn.

Two hundred tons of steel will be required in the construction of the new department store to be erected by Mayor Williams, Regina, this year at Winnipeg, Manitoba. The new building will have three frontages.

F. W. Woolworth & Co., owners of five and ten-cent stores all over the country, have leased the building at 305-11 Central Avenue, Minneapolis, Minn., dating from August 1, 1911, and will at that time install a large five and ten-cent store, similar to the one on Nicollet Avenue between Fifth and Sixth Streets.

J. H. Theis is about to open a department store in the Smith Block, Missoula, Mon., when the building has been completed. Mr. Theis will exhibit a stock purchased in New York City.

Kaufmann Brothers, Pittsburg, Pa., have added to their department store by using almost the entire structure abutting Cherry Alley at the rear of their building.

R. L. Price of Cedar Rapids, Ia., will put in a novelty store in the building to be vacated by Swarts & Vintun, Glenwood Ia.

Contracts have been let for the front portion of Pragers' new department store, San Francisco, Cal., and the work of demolishing the east half of their present temporary quarters, has been completed.

Plans for a department store for S. Muscat at Twelfth Avenue and Washington Street, Gary, Ind., are being prepared.

The Barnes-Woodin company, North Yakima, Wash., have opened their big store in the new Scudder building on East Yakima Avenue. It is the first department store in this city to occupy two full floors and is one of the largest stores between Spokane and Seattle.

J. S. Jackson, J. E. Ladd, John Shaver, Will A. Sanders and Angelo Domenigoni, are directors of a company incorporated to establish a large department store, at Los Angeles, Cal., which may be opened this month.

A new racket store will be opened on East Third Street, Cameron, Mo., by Geo. F. Harding and E. E. Grubb.

Even the fellow who knows it all can learn a little more by experience.

MERCHANTS ELECT OFFICERS

The Board of Directors of the Merchants' Association of New York, at the meeting held Thursday, February 17, 1910, by a unanimous vote, elected the following officers: President, Henry R. Towne, president the Yale & Towne Manufacturing Co.; first vice-president, Gustav H. Schwab, of Oelrichs & Co.; second vice-president, William A. Marble, vice-president R. & G. Corset Co.; third vice-president, Walter C. Kerr, president, Westinghouse, Church, Kerr & Co.; treasurer, Gustav Vintschger, president Markt & Hammacher Co.; secretary, S. C. Mead; counsel, Hon. John W. Griggs.

To fill two vacancies existing in the Board, Mr. John N. Beach, of Tefft Weller Co., and Hon. Herman A. Metz, of H. A. Metz & Co., were elected directors of the association.

GOVERNMENT GLASS CENSUS

The Census Bureau, at Washington, has completed the schedule of inquiry formulated for the thirteenth census, covering glass works, and same has been presented to glass manufacturers by special agents.

The schedule calls for the name of owner, location of factory, state, county, post-office, street and number, and materials used. It also asks manufacturers to give the quantity and cost of materials used during the year; the total cost of all materials, including fuel, miscellaneous supplies, mill supplies, etc., should appear in the general schedule only. Glass sand, soda ash (carbonate of soda), salt cake (sulphite of soda), nitrate of soda, limestone, in tons; lime, in bushels; arsenic, in lbs.; carbon, in tons; manganese, litharge and red lead, potash and pearl ash, in lbs.; grinding sand, in tons; rouge, in lbs. 2. Products.—Give the selling value or price at the works, and account for all products manufactured during the year, including bye-products. Separately report the quantity and value of the products. The total value of products in this schedule must agree with the total in the general schedule. Building glass: Window glass, in 50 ft. boxes; obscured glass, in 100 ft. boxes; plate glass (total cast), rough (made to be sold as such), polished plate made, cathedral glass, skylight glass, in square feet; all other building glass, pressed and blown glass, bottles, jars, etc., all other products. Total. 3. Kind and quantity of pressed and blown glass, and bottles and jars manufactured during the year:—Pressed and blown glass: Tableware, in 100 pieces; jellies, tumblers and goblets, lamps, chimneys, lantern globes, globes and other electrical goods (of this group), shades, globes and other gas goods (of this group), blown tumblers, stem ware and bar goods, opal ware, cut ware, in dozens; bottles

and jars; prescriptions (vials and druggists' ware), beers, sodas and minerals, liquors and flasks, milk jars, fruit jars, battery jars and other electrical goods (of this group), patent and proprietary, packers' and preservers', in gross; demijohns and carboys, in dozen; all other bottles and jars. 4. Equipment and characteristics of works:—Furnaces, number, kind of fuel used, and total capacity (pots); furnaces, idle during the entire year, pots; continuous tanks operated, rings; continuous tanks, idle during the entire year, rings; intermittent or day tanks operated, tons; intermittent or day tanks, idle during the entire year, tons. Concluding remarks.

PERSONAL

Louis Hinrichs, with L. Strauss & Sons, New York City, has sailed for Europe on a buying trip, which will be of long duration.

M. J. Rosenblat, who was assistant manager of Burden & Co's., china department, at the Greenpoint, L. I. store, has been promoted to buyer.

William Cannon, superintendent of the Onondaga Pottery Co., of Syracuse, N. Y., has been elected a trustee of the American Ceramic Society.

George E. Buxton, formerly with the Harker Pottery Co., is now East Liverpool resident agent for L. Reusche & Co., importers and manufacturers of pottery colors and supplies.

Arthur Kendrick, formerly identified with the Ceramic Art Works, Trenton, N. J., and more recently engaged in the management of the mold department of the Steubenville Pottery Co., has resigned.

C. B. Ott, vice president of the Eagle Glass & Manufacturing Co., has departed, after a business visit to New York City, where he looked after out-of-town trade at the local agency, 57 Park Place.

A. Meyers has accepted the position of superintendent of plant number 5 of the Western Stoneware Company, at Whitehall, Ill. He had been formerly superintendent of the east plant, at Macomb, Ill., but quit the company's employ to engage elsewhere.

GLASS CO. TO EXPAND

The Michigan Cut Glass Company, of Lansing, Mich., has asked the Seattle, Wash., Commercial Club to procure data in regard to the establishment of a jobbing house in that city. The letter says that the company has a large business in this section and that there is so large a demand for cut glass in the Pacific Northwest as to warrant the establishment of a wholesale house in this city.

POTTERY AND GLASS

TRENTON POTTERS INTERESTED

Trenton manufacturing potters are interested in the Manufacturers' Association of New Jersey, which was recently organized in that city. It was decided to hold the annual meetings the third Tuesday in January. There was considerable discussion of the labor and the educational laws of the State. Under the labor law a child of fourteen years may go to work in a factory, while the educational law has provisions which necessitate the majority of children remaining in school until they are sixteen years old. Secretary J. W. Foster, of Trenton, said after the convention that the organization plans to work in harmony with labor unions, and it is not its purpose to fight them. What is mainly desired is the straightening out of seemingly conflicting laws with reference to manufacturing.

Governor Fort has placed himself on record as favoring industrial education in New Jersey. In a recent message he called attention to the fact that by Joint Resolution No. II, of the Laws of 1908, authority was given for the appointment of a State commission on industrial education. The commission, he cites, has done much good work and is doing good work without any appropriation from the State funds.

GLASS STATISTICS

The total capital invested in the manufacture of all kinds of glass in the year 1880 was \$19,844,669. Of this, \$2,587,000, or 13 per cent., was invested in plate glass; \$4,953,155, or 25 per cent., in window glass; \$7,409,278, or 37 per cent., in glassware; and \$4,895,266, or 25 per cent., in green glass. The state having the largest amount of capital, as well as the largest number of establishments, was Pennsylvania, which had \$7,639,706, or 38 per cent. of the whole. This was followed by New Jersey, with \$2,728,021, or a little less than 14 per cent. of the whole. New Jersey was followed, in the order rating them by capital invested, by New York, Missouri, Ohio, Massachusetts, Kentucky, West Virginia, Illinois, Maryland, Connecticut, California, Michigan and New Hampshire, while the Mississippi works, which was building, and the District of Columbia works, which was idle, both ranked the same.

EXPORTS FROM DRESDEN

A statement made by Consul-general T. St. John Gaffney, showing the declared value of exports from the consular district of Dresden, Saxony, to the United States, for the month of September, 1909, compared with the same month in 1908, gives the following: China and earthenware, 1908, \$67,176; 1909, \$63,793. Glassware, 1908, \$3,951; 1909, \$10,622.

DIRECTORY OF PRINCIPAL ORGANIZATIONS ALLIED WITH THE POTTERY AND GLASS TRADE

AMERICAN ASSOCIATION OF FLINT AND LIME GLASS MANUFACTURERS.

President, Daniel C. Ripley, Pittsburg, Pa.
Vice-President, Marshall W. Gleason, Pittsburg, Pa.
Vice-President, Arthur J. Bennett, Pittsburg, Pa.
Treasurer, Thomas Evans, Pittsburg, Pa.

NATIONAL ASSOCIATION OF MANUFACTURERS OF PRESSED AND BLOWN GLASSWARE.

President, E. J. Barry, Toledo, O.
Vice-President, M. W. Gleason, Brooklyn, N. Y.
Treasurer, J. D. Wilson, Tarentum, Pa.
Secretary, John Kunzler, Pittsburg, Pa.

UNITED STATES POTTERS' ASSOCIATION.

President, H. A. McNicol, East Liverpool, O.
First Vice-President, William Burgess, Trenton, N. J.
Sec'y and Treas., C. C. Ashbaugh, E. Liverpool, O.

AMERICAN CERAMIC SOCIETY.

President, Heinrich Ries, Ph.D., Cornell University.
Vice-President, Richard R. Hice, State Geologist, Pennsylvania.
Treasurer, Ellis Lovejoy, E.M., Columbus, O.
Accountant, M. L. Seymour, Columbus, O.

CROCKERY BOARD OF TRADE.

President, Gilbert M. Smith.
First Vice-President, M. O. Doering.
Second Vice-President, John J. Miller.
Treasurer, Chas. A. Holbrook.
Secretary, L. S. Owen, 149 Church St., New York.

WESTERN GLASS AND POTTERY ASSOCIATION.

President, W. W. Lang, Cleveland, O.
First Vice-President, Howard C. Jenkins
Second Vice-President, Thomas H. Lohr
Treasurer, Robert West
Secretary, J. G. Kaufmann, Pittsburg, Pa.

TRADE UNION ORGANIZATIONS

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THE HUMAN INTEREST OF NAILS

"A KEG of Nails may be 'just a keg of Nails' to a mere 'Order-Taker'" writes John E. Kennedy in "Intensive Advertising," his important contribution to the literature of this subject which appears in a recent issue of *Advertising and Selling*. Continuing his illustration of the value and importance of the news interest, Mr. Kennedy adds:

But, to a real *Salesman* that keg of Nails bristles with characteristics.

To him these Nails are made of a certain kind of metal, by a certain kind of process, and will do certain things *better* than any other Nails on the market at the same price.

Moreover, he can tell you *why* they will do these things better, and other facts about them that our "Order-Taker" ne'er dreamt of.

Emphasizing still further the importance of the news-interest to the merchant and advertiser, the author gives among other illuminating and suggestive thoughts the following:

He must *vitalize* his Advertising with active News-Interest, profitable Information, and clinching Reason—Why.

Before he can hope for notable, or even noticeable, Results from the money he spends for Space.

He must realize that *competition* is as keen to-day in *Printed Salesmanship* as it is in *Personal Salesmanship*.

And that mere "Keeping-the-Name-before-the-People" (with the sort of Publicity it stands for) is as weak and profitless *to-day* in Advertising competitive *Advertising* as mere "Order-Taking" would be in competition with strong, able and aggressive personal *Salesmanship*.

"Good Advertising is News" first of all. But, it is *Salesmanship* all the time.

GOOD TASTE IN TABLE GLASS

AT one time, not so very long ago either, English cut glass was almost sold by weight. At least any one buying cut glass would be impressed by the weight of the decanter in the hand. There is no special value in mere weight; indeed, a very heavy decanter is something of a nuisance and the thickness of the glass led to its being very deeply faceted, quite regardless of beauty of pattern. This heavy, ponderous glass was very rarely turned out in any beauty of form; it only exhibited extraordinary skill in the making, very much as those huge opalescent trumpetlike glass tubes, some of them 5 feet long, which are sold nowadays for the purpose of holding reeds and grasses. They are testimony to the ability of the blower, but as furnishing accessories they are neither beautiful nor very useful.

At the present time there appears to be a

tendency for fewer glasses to be used at dinner than formerly. People drink less and very seldom indeed use all the glasses placed for them. The use of colored glasses is on the decline, says the "Gentlewoman," for, as noted before, the wine itself should provide the color just as the huge glass bottles in the windows of chemists' shops are filled with colored water for a brilliant effect. No colored glass can quite equal in depth and transparency a beautiful blown clear vessel filled with port or Burgundy.

As decoration the glass flower vases now made in such wonderful variety are of the greatest assistance in arranging a dinner table. Even here it is far too usual to see highly ornate centerpieces used, which swamp every other effort at embellishment of which the table may boast; but engraved glass may be used with more fitness for this purely ornamental purpose than for anything else.

Several practical considerations arise when glass has to be purchased for the household. For one thing the very delicate stems of many wine glasses are a source of positive torture to the woman who is unfortunate enough to be served by clumsy domestics. They break with alarming frequency. Another point worth thinking of is the stability of tumblers. Those with heavy bases are best. Narrow tumblers are invariably difficult to clean. Fairly wide shapes in the simplest forms are to be recommended.

The wise old public, so called, is only as wise as it thinks itself. This public would know more, if every manufacturer wishing to get acquainted would advertise what he produces. The world is so large that one cannot possibly be familiar with everything and that's why successful business people get close to the public by means of well written, well worded, truthful advertisements, that convince. Don't remain in the darkness and develop slowly like a mushroom, when the bulk of humanity seek the light and thrive, even as he who proclaims his wares in generous advertising.

Frank Porter has purchased a third interest in a department store, at Havana, Ill. He has also associated himself with two other business men in the purchase of the department store of J. A. Weaver, the largest in Havana.

The W. A. Flint Co., department store, Vincennes, Ind., is undergoing extensive repairs and will be enlarged so as to carry a much more varied stock of goods. The cost will be from \$12,000 to \$15,000.

Happiness is merely a qualifying condition. One man may be happy to think he isn't quite as unhappy as some other fellow.

POTTERY AND GLASS IN CHINA

CONSUL Albert W. Pontius, writing from Swatow, gives an account of the operations of glass and china ware factories in southern China:

There are two small glass factories in this port, one owned by Japanese, where both Japanese and Chinese are employed, the other by Chinese merchants, where all the workers are Chinese. The sole product of the two factories is lamp chimneys, the demand for which steadily increases, due to the introduction of kerosene oil and cheap lamps, a progressive change from the old-fashioned spout lamp burning native oils, such as bean, peanut, and wood. In the Japanese factory six Japanese laborers receive a monthly wage of \$13 each and two Chinese coolies \$2 each. In the smaller Chinese factory six laborers are employed at \$5 and \$6 per month for the three expert and \$2 for the others. Owing to no regular working hours and the observance of only native holidays, the work in both factories is quite hard. When there is a heavy demand, the workmen are divided into day and night shifts. The material used is broken glass or glassware and in both factories the methods of manufacture are crude. The product, although satisfactory to the native consumer, is an inferior grade. The total annual output is 350,000 of the more common large varieties, and 300,000 of the smaller size.

The manufacture of earthenware is carried on extensively in the Chaochowfu prefecture, the finer grades being produced in the Changlok, and Kopi districts and the coarser grades at Fungchi. It is estimated that the average annual export of ware amounts to about \$300,000. The finer grades find their way to Bangkok, Singapore, and the Straits Settlements, while the cheaper grades are used locally. There are about 60 shops in Swatow and Chaochowfu engaged in the sale of earthenware.

At Fungchi about seven out of every ten persons are engaged in the pottery industry, and the principal products are burners, canisters, teapots, pitchers, and vessels of various shapes. In the Changlok and Kopi districts center bowls, plates, spoons, drinking cups, rice bowls, and the like are manufactured.

The ware produced at Fungchi is made of clay found in the fields in that district, while for the higher grade of goods kaolin, or "white earth," large quantities of which are obtained from a hill about a mile distant from Chaochowfu, is used. The common spherical vessels are shaped on a primitive potter's wheel consisting of a pivot planted on the ground and a wheel revolving around it in a horizontal position. In the manufacture of images, toys, and the like, molds are employed.

The ware, after being formed on the wheel

or pressed in the molds, is exposed to the heat of the sun, and when dry the articles are dipped into or smeared with a liquid glaze. They are then baked in a half underground kiln 25 to 30 feet long and five or six feet wide, constructed of earth and brick, for about 24 hours. Pine wood is used for fuel. A kiln of common ware is valued at about \$80 gold and the higher grade at \$240.

The lower grade of goods receive no decoration, although different colors of glaze are used. The higher class of ware is embellished with various designs and the mark of the manufacturer and then baked in a kiln for about four hours. The decorating kilns are constructed of brick and are eight to ten feet high and six to eight feet wide.

JAPANESE PRECEPTS ON BUSINESS

(Translated by K. SANO and SEIJI NISHIYAMA.)

Luck hovers around the house of smiles.

There is no mercantile success without fine diplomacy.

The hard business machine works quicker when greased with the oil of humane and kindly consideration.

Sacrifice little losses to enjoy great gains.

HINTS ON ADVERTISING

The man who says advertising does not pay—did not pay him—has probably been doing random advertising, advertising without any system. That kind does not pay.

Even the smallest advertisement used regularly with constant change of copy will get attention, make customers and produce new business.

Half-hearted advertising will not make whole-hearted readers. The advertiser whose heart is not in his work cannot expect to turn out enthusiastic copy.

Were you caught with a low stock when your kind of goods advanced? It is your own fault. The trade journals would have posted you well in advance if you had read them.

If you are in business to stay, build for your store a character for honesty and fairness by being honest and fair with every person who comes through its doors. Play no favorites.

Wasted time is wasted opportunity. Every day brings with it opportunity for increasing your business. Make it a daily task to discover that opportunity and use it.

The man who has no time for his friends will eventually discover that he has no friends for his time.

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PORTRAITS ON OLD POTTERY

THE portraits of Charles II, of William and Mary and of Queen Anne to be found on pudding plates and other specimens of early English delft are rude both in design and execution. They are often nearly as much a caricature of the original as the grotesque face of ill-favored Cardinal Bellarmine, whose bigotry and unpopularity are perpetuated by the brown jugs that bear his name.

The political "potting" of 1688-1700 may be taken as the forerunner of the troublous times of 1788-1822 and 1832, when the faces of Fox and Pitt, Napoleon and Wellington, George IV and Queen Caroline, Grey, Broughman and O'Connell replaced in turn those of the Dutch king and his English consort.

The first serious portrait on porcelain was that of George II, which Dr. Wall reproduced over and over again on the mugs and plates which were turned out in almost endless variety at the factory he had established at Worcester. Portraiture on porcelain and pottery became a tradition of the great "potting" industry on the banks of the Severn, and the counterfeit presentments of George III and Queen Charlotte, the royal dukes and princesses, the Princess Charlotte and the "sailor king" are all remarkable alike for their fidelity and finish.

WANTED Help wanted and positions wanted, 5 cents a word. No advertisement under twenty words.

WANTED—An experienced traveling salesman in China, Crockery and Glass for a near-by territory, to sell to a well established trade.
GEO. H. WHEELOCK & CO.,
South Bend, Ind.

ENGLISH MANUFACTURERS are open to appoint agents for the various divisions of the States to sell High Grade Semi-Porcelain Dinnerware on import basis at laid down prices. Magnificent additional line for keen men with experience and established connections in the crockery world. Applicants must give fullest particulars of previous experience, reference, and state territory they desire to control. Address "English" care of POTTERY AND GLASS, 395 Fourth Ave., N. Y. City, N. Y.



SELL

All of your odd old bowls, fern dishes, etc., that you have been unable to turn over before, with a "Japana" inside. Show the bowls with flowers arranged and the sale is made. Other big houses do this and why, not you? Bowls in silver, brass, china, glass. It matters not.

Send for circular and price list.

M. V. Garnsey,
126 S. Waiola Ave.
LA GRANGE, ILL.

PROPOSALS FOR INDIAN SUPPLIES.—Department of the Interior, Office of Indian Affairs, Washington, D. C., February 14, 1910. Sealed proposals, plainly marked on the outside of the envelope: "Proposal for rubber goods, shoes," etc., as the case may be, and addressed to the "Commissioner of Indian Affairs, Washington, D. C.," will be received at the Indian Office until 2 o'clock p. m., of Tuesday, March 29, 1910, and then opened, for furnishing the Indian Service, with rubber goods, shoes, hardware, and medical supplies. Sealed proposals, plainly marked on the outside of the envelope: "Proposal for enameled ware, furniture," etc., as the case may be, and addressed to the "Commissioner of Indian Affairs, Washington, D. C.," will be received at the Indian Office until 2 o'clock p. m. of Tuesday, April 5, 1910, and then opened, for furnishing the Indian Service with enameled ware, lamps, furniture, bedding, stoves, agricultural implements, paints, oils, glass, tinware, wagons, harness, leather, shoe findings, saddlery, etc., school supplies, and a long list of miscellaneous articles. Bids must be made out on Government blanks. Schedules giving all necessary information for bidders will be furnished on application to the Indian Office, Washington, D. C.; the U. S. Indian Warehouses at New York City, Chicago, Ill., St. Louis, Mo., Omaha, Nebr., and San Francisco, Cal. The Department reserves the right to reject any and all bids, or any part of any bid. R. G. VALENTINE, Commissioner.

THE DECORATIVE FURNISHER



FEBRUARY 1910
T. A. CAWTHRA & CO.
PUBLISHERS, NEW YORK

Volume XVII Number 5

25 cents per copy \$2.00 a year

IF YOU CARRY ART FURNITURE PIECES WHICH GO WITH FINE CHINA AND GLASS, YOU SHOULD READ THE DECORATIVE FURNISHER

It will keep you informed concerning cabinets, stands, trays, etc., which are used with decorative china, pottery and glass in the home and will acquaint you with the leading makers of such furniture. Subscription price, \$2.00 a year.

T. A. CAWTHRA & CO., Publishers

395 Fourth Avenue :: :: :: :: New York

MASON, FENWICK & LAWRENCE PATENT AND TRADE MARK LAWYERS

220 BROADWAY, (St. Paul Building,) NEW YORK, N. Y.

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PATENT AND TRADE MARK PRACTICE EXCLUSIVELY
ESTABLISHED 1861



George C. Lynch Co.

333 FOURTH AVE.

NEW YORK

Specialties in Art Brass Goods

LEADED GLASS DOMES AND PORTABLE LAMPS,
GOLD MIRRORS, CARVED WOOD TORCHERES, ETC.

New Departure:

WE ARE NOW MANUFACTURING MAHOGANY TEA
TABLES, TRAYS, WORK TABLES AND OTHER ARTICLES
IN CLASSIC FURNITURE

CAULDON CHINA

EDWARD BOOTE

46 WEST BROADWAY, NEW YORK

Sole agent for the United States and Canada

The new samples are now on display. We invite an early
inspection of the line, which is larger, handsomer,
and more varied than ever before

From WOOD & SON are shown many new patterns at
interesting prices

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MARK ON
WHITE.

J. P.
L.
FRANCE

MARKS ON
DECOR.

J. POUYAT
LIMOGES



The new POUYAT designs in dinnerware and fancy lines are as usual quite different from the usual French China and appeal strongly to the buyer who prefers to handle French China he can make money on.

The magazine advertising of POUYAT CHINA is a great sales help. Just put the POUYAT card with the china—all women know the name.

Have you read our booklet—"St. Yrieix's Secret?"

The J. POUYAT CO.
37-39 MURRAY ST. NEW YORK

Mat Green Ware the Present Rage

The New Pottery LAMP LINES with colored Art Glass shades are radically different from anything on market.

To see is to buy. To buy is to add new source of good profits.

Art Ware in creations rare, and of eye catching beauty and merit, while the Fall line of Jardinieres, Pedestals, Umbrella Stands, Fern Dishes, Cuspidores, etc., are "all to the good." Nothing commonplace.

Our roadmen are "out" and you will be "in" better margins than ever if you stock up now when prompt shipments are possible. See the Indian Ware lines. They are quick sellers.

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Ruby-Gold



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ORIGINATORS
OF
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ORIENTAL GLASS

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Ivory
and
Opal*



*Souvenir Assortment
Lettered any place
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So. 8th & Sarah Sts. PITTSBURG PA.

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BACCARAT GLASSWARE

Table Glassware of Every Kind.
Great Assortment in Fancy
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Blanks for cutting.

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WASHINGTON, PA.



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Manufacturers of...

Fine Table Glassware

New Goods are Now to be Seen at Our Salesrooms.

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Best Shipping Facilities
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AT THEIR NEW QUARTERS
119 to 127 W. 27th St.,
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¶ They manufacture Brass Candle Sticks, Jardinieres, Fern Pans, Smoking Sets, Desk Sets and many dis-





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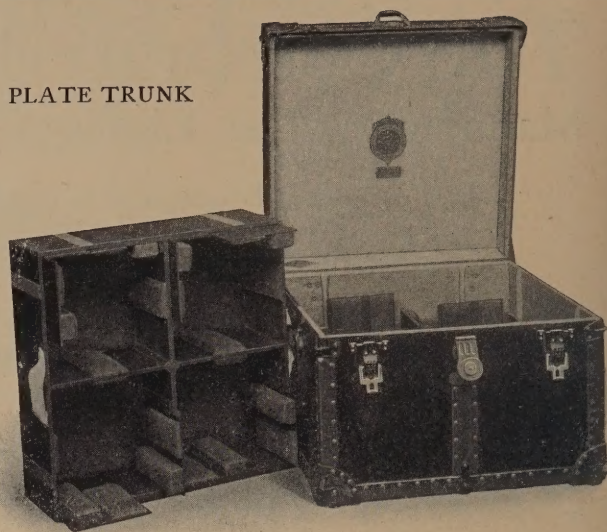
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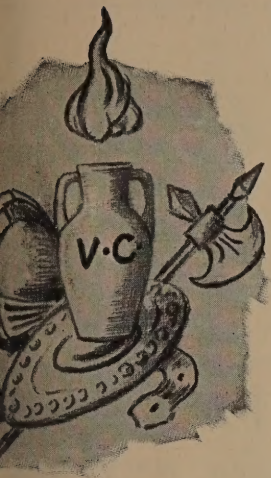
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The Most Popular Line on the Market
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PITTSBURGH - - - PENNSYLVANIA



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Manufactured by

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J. Spencer Turner Co.

Sole Selling Agent

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San Francisco, Cal.
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Give the boy a
technical education.
STATE COLLEGE of
CERAMICS.
ALFRED, NEW YORK.
Charles F. Binns, Director.
Catalog mailed on application.

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YOU can save from 15 to 25% on your Decal. Varnish by corresponding with us and get an article which meets every requirement of the case. Many of the largest and most successful plants are "on" to this and have placed new contracts for 1909. Why pay for a name? "Nothing better produced," is the verdict of all Decorators who have tested our varnish.

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Manufacturers of Potters' Dressing Irons, also Jolly Tools, Saggars, Punches, Saggars Dressers, Packing Paddles, Saggars Clay Cutters.
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HALF TONE
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Materials for Decorating China, Glass and Enameled Ware

Oxides and Chemicals

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C. N. MUESSIG

27 Park Place, NEW YORK

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MANUFACTURER OF

Underglaze and Enamel
Colors for China



Earthenware and Glass
Oxides for Enamellers

OFFICE AND WORKS
220-222 Walnut Street

ESTABLISHED 1842
East Liverpool, Ohio, U.S.A.

Dr. Möckel, Zwickau, Germany.

Liquid Bright Gold. Ceramic Colors.

Repres.: The Heyden Chemical Works, 135 William Street, New York.



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OF LABEL

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ENAMEL
(ON GLAZE)

COLORS UNDERGLAZE

Liquid Lustre Colors for China and Glass

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MAIN OFFICE } 100 William St., New York

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